

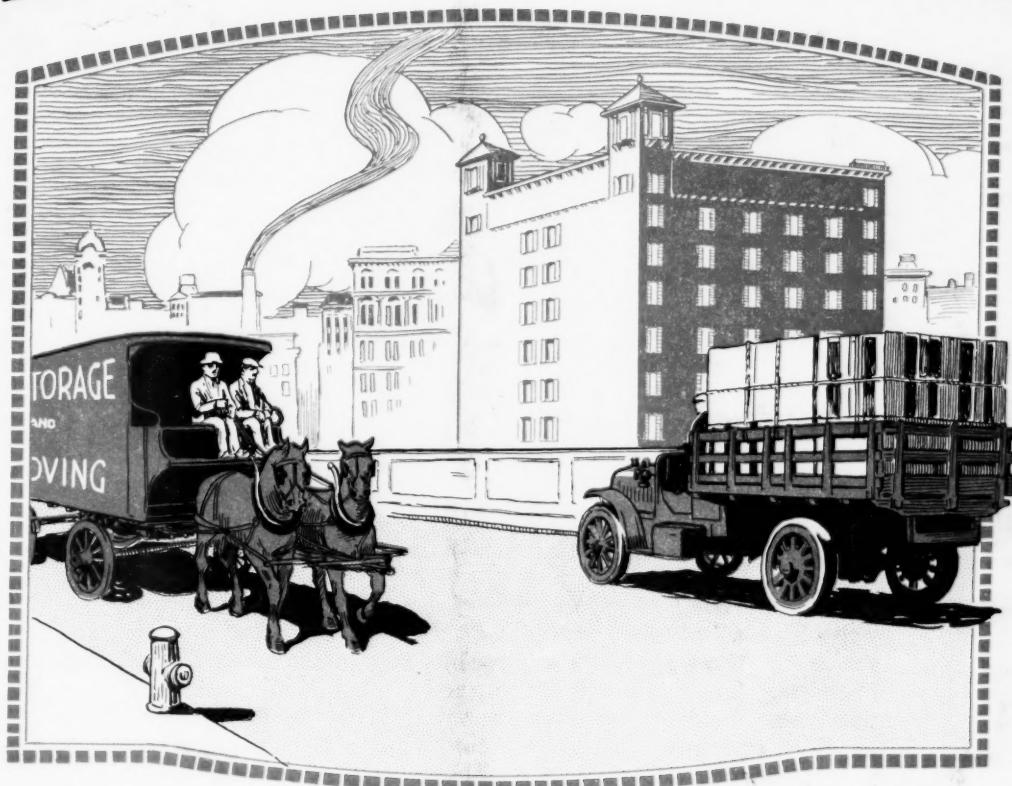
Vol. XV No. 6

New York, N.Y.

June, 1916

TRANSFER and STORAGE

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for Hudson Tunnel**

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**Call to Convention of the National Team
and Motor Truck Owners' Association**

Effect of Shippers' Load and Count

**Amendment to Cummins Baggage Act
Prepared**

**What President Wilson Thinks
of Associations**



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During a recent 27-day period a 3 $\frac{1}{2}$ -Ton Federal No. 5172 handled loads aggregating 1,327,411 pounds, making 211 trips, and travelling 750 miles.

"Traffic News" published each month in the interest of economical transportation will be mailed you regularly upon request.

Federal Motor Truck Company

Detroit, Michigan

1 1-2, 2 and 3 1-2-Ton Worm Drive Motor Trucks

If you are a *practical man* you will be interested in this letter and profit by it

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J. B. CROSTON

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PACKERS AND MOVERS OF HOUSEHOLD GOODS
68 CHARLES STREET

BOSTON, MASS. September 28 1915

The B. F. Goodrich Co.,
851 Boylston St.,
Boston, Mass.

Gentlemen:-

Common sense should lead practical men to adopt your De Luxe tires. Our tire troubles ended with their adoption last March and their condition six months later fully justifies us in our choice.

Very truly yours,

Curtis & Croston.

J. F. Curtis



Goodrich DeLuxe

—a tire of extra volume durable resilient tread. Designed especially for such heavy trucking service as undertaken by moving vans. The tire for *your* trucks. Write for further particulars.

The B. F. Goodrich Co., Akron, Ohio
Makers of the Celebrated Goodrich Automobile Tires
—*Best in the Long Run*
Service Stations and Branches in All Principal Trucking Centers



The Weber Drayage Company Uses this Autocar in St. Louis

The Weber Drayage & Warehouse Company of St. Louis says: "Our Autocar has been used 4 years and we are still getting fine service out of it. We consider it the most economical and the best commercial truck of its capacity in the city of St. Louis today. The man who buys an Autocar invests his money properly and will get good returns. He can't go wrong."

Write for illustrated catalog and list of more than
3000 concerns using Autocars in every line of business

Chassis \$1650

THE AUTOCAR COMPANY
MOTOR DELIVERY CAR SPECIALISTS

Established 1897

ARDMORE, PA.

TRANSFER and STORAGE

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W. D. LEET	- - - - -	GENERAL MANAGER
H. T. LAY	- - - - -	MANAGING EDITOR

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TRANSFER and STORAGE is Official Publication for:
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ADVERTISING

Cards of rates sent promptly on application. Orders for new advertising, or changes intended, should reach this office not later than 15th of month previous to date of publication, to insure insertion in the next number.

Mr. Association Member!

Your connections with the various warehousemen's associations doubtless bring you a large quantity of the inter-city business in household goods.

But does it mean anything to you that one firm, not an association member, sent 1,000 shipments of household goods out of a middle western city during 1915?

Or that there are only 500 association firms shipping household goods whereas there are 4,000 non-association firms doing the same thing?

Or that these non-association firms would like to have your business just as you would like to have theirs?

A copy of THE TRANSFER and STORAGE DIRECTORY will put you in touch with these firms everywhere for the small sum of \$3.00.

TRANSFER and STORAGE

35 WEST 39th STREET
NEW YORK, N. Y.

What ADAMS EXPRESS thinks of KELLY TRUCKS



THE Adams Express Company originally purchased, after the most thorough investigation, sixteen $3\frac{1}{2}$ ton Kelly Trucks for use in New York. They soon followed this up with an order for another ten of the same tonnage. Then two more were ordered for Toledo and two more again for New Haven.

An efficient local delivery system is essential to the best success of an express company. Service must be prompt, reliable and always available.

That the Adams Express Company was satisfied — that Kellys showed they could make good under the most exacting conditions—is certainly proved by these re-orders.

The Complete Line

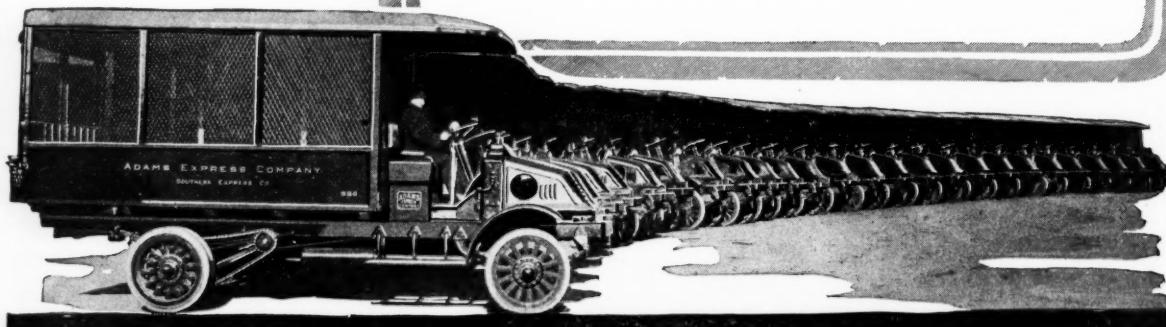
Worm Drive— $1\frac{1}{2}$ and $2\frac{1}{2}$ tons.

Chain Drive— $1\frac{1}{2}$, $2\frac{1}{2}$, $3\frac{1}{2}$, 4, 5 and 6 tons.

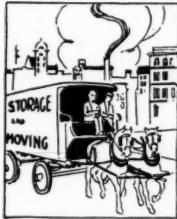
"Like Kelly Does" FREE

We want to put your name on the free list of this valuable monthly publication devoted to truck transportation (not all Kelly). Full of useful information for all truck users—whatever the motive power.

The Kelly-Springfield Motor Truck Co.
1106 Burt Street, Springfield, Ohio



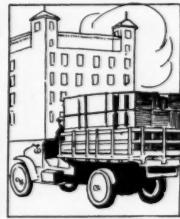
KELLY TRUCKS



TRANSFER and STORAGE

PUBLISHED MONTHLY

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Volume XV

NEW YORK, N. Y., JUNE, 1916

No. 6

"Judicious standardization also means a greater return on a given investment," says President Wilson in commanding the Federal Trade Commission for fostering trade organization. Mr. Wilson refers to standardization of costs and cost accounting methods, and believes that the industry of the country can best be placed on a solid foundation through trade organizations which will take up these subjects. More than does any other business, the transfer and storage business needs such organization and such knowledge.

* * * * *

The National Team & Motor Truck Owners' Association meets at St. Louis on June 26, 27 and 28, at the Planters' Hotel. The Illinois Furniture Warehousemen's Association meets at Cedar Point, Ohio, on June 22 to 26. The American Transfermen's Association meets at Boston on June 27, 28 and 29, making a busy month for the transfer and storage men. The National Team & Motor Truck Owners' Association is to be congratulated on one point. A plank in the convention program is "A Positive Program for 1917." Let us hope that June, 1917, will have seen something accomplished and something done by the National Association.

* * * * *

Owing to unforeseen circumstances which prevented the St. Louis representative of TRANSFER and STORAGE from obtaining an article for the series on "Transfer and Storage in American Cities," there is a break in the series this month. The St. Louis story will run in the July issue.

* * * * *

The Public Utilities Commission in California is to take charge of express and transfer motor trucks and jitney buses, according to news dispatches. Just what the supervision of the commission will amount to is not made clear, aside from the licensing feature. However, if this is an attempt to supervise the transfer business as a business, the auto trucks will not be the only things affected.

* * * * *

Speaking of auto trucks, it is worthy of note that one of the large Los Angeles transfer companies, which has always maintained 3,000 acres on which to grow feed for its horses is giving up this ground and turning it to better advantage as a feeder for human beings,

the use of motor trucks making it unnecessary to keep the land for horse-feed raising. The horse is here and will stay here for many years in certain lines of work, but did you ever stop to think of the increased number of human beings that the United States could support if so much productive ground was not given over to raising fodder for horses and mules?

* * * * *

The Youngstown (Ohio) Team Owners' Association is planning to appeal to the state public utilities commission to relieve conditions at the Youngstown terminals, where lack of railroad help causes congestion and lost time in teaming shipments. Who is the best friend of the transferman in cases of this kind? On the surface it would look as though the railroad freight agents could do more for the team owners than anyone else. Each road is after as much business as it can get, and a threat to take shipments to other lines, whose terminals are less congested, might work wonders in removing obstructions.

* * * * *

That a storage warehouse company should extend its advertising from coast to coast, appealing to the warehouse fraternity to send shipments in their care, might not seem strange, but, on the contrary, a very sensible and businesslike procedure; but for a storage company to appeal to the general public in a national manner looks like a waste of effort, a storage company's business being so much of a local character. And yet the Pioneer Fireproof Warehouses of Brooklyn are using a national system of signboards from coast to coast, appealing to the general public, and are getting results.

* * * * *

After a long, hard fight New York City team owners have succeeded in defeating the calk ordinance which provided that all horses be sharp shod or shod with non-slipping shoes during the winter months. Such legislation would be practically impossible of enforcement, and consequently useless, and if enforced could hardly be administered with justice. Calks and rubber shoes are a good thing; TRANSFER and STORAGE believes in them, but does not believe in endeavoring to force the team owner to use them when their use is impractical. More wisdom in municipal paving would do twice as much good as legislation of this kind.

News of the Month—Past and Present—in Picture



Horse Owners to Organize Association.

A number of the members of the Poughkeepsie, N. Y., branch of the Society for the Prevention of Cruelty to Animals are at present interested in a movement for the formation of what is to be known as a Horse Owners' Protective Association. The object of this body will be to organize all of the owners of horses into one body so that they may be in a position to fight for damages in case of injury to their horses resulting from falls on slippery pavements, automobile accidents, etc.

It is felt by these men that the individual has, in many cases, but little chance of carrying his case up to higher courts in order to receive the just verdict to which he is entitled, whereas, if the claim was backed by an organization it would be an easy matter.

It is also believed that an organization of this kind would be a power in the community for putting measures through the various municipal boards which would be for the best interests of both the horses and their owners. The new association, if formed, would not stop with Poughkeepsie, but would be pushed to all parts of the state and doubtless to other states. It would in such a case be a power to compel favorable legislation which would be of benefit to the horse owners of not only Poughkeepsie but the entire state and nation.

Horse Vehicles to Carry Light.

The ordinance requiring horse-drawn vehicles to carry a light was passed finally by City Council of Pittsburgh, Pa. The light is to be in a "conspicuous place and visible for a distance of at least 200 feet in front and rear of the vehicle."

There were several stormy hearings in committee over the bill, as a result of which, as passed, it provides for one light instead of two. The Team Owners' Association, headed by Thomas Ashford, at the hearings, protested bitterly against the measure calling for two lights. All horse-drawn vehicles, except those carrying "hay or straw in bulk," are included in the ordinance adopted. On motion of Dr. G. A. Dillinger, a resolution insisting that Director of Public Safety Hubbard enforce the ordinance requiring lights on automobile trucks was approved.

Fuller Ranch to be Subdivided.

According to a communication which has been received by the Chamber of Commerce of Chino, Cal., from Fuller Brothers, who control the Pioneer Truck Co. in Los Angeles, three thousand acres of ranch land owned by them and located southeast of the city, is likely to be subdivided this summer. It is the present plan of Fuller Brothers to locate at least forty families on the ranch.

The property has long been owned by the Fullers as a feeder for their Los Angeles business. There was a time when their big vans were all drawn by horses which had to have hay and grain, and the ranch provided them with their stable provisions. In recent years the company has been using auto trucks almost exclusively, and the Fullers think that colonizing is the quickest way to make the ranch profitable outside the limitations of alfalfa and barley. The plan is considered a good puller for a branch of the Pacific Electric line, because of the freight possibilities it would develop.

Not an Insurer Against Delay.

A common carrier of goods, though an insurer of their safe delivery, unless prevented by an act of God or the public enemy, does not, says the Supreme Court of South Carolina, insure against delay in delivery, but is merely bound to carry out its contract, and liable for an unreasonable delay.—*Piero vs. Southern Express Co.*, 88 S. E. Rep. 269.

Team Owners Start Move for Hudson Tunnel.

Members of the Hudson County (N. J.) Team Owners' Association which blocked the Erie **ferry rates increase**, have decided to take the initiative in definite action towards bringing about the construction of a traffic tunnel between Jersey City and New York. At a regular quarterly meeting of the Association at the Carteret Club recently, President Thomas J. Stewart was instructed to write the Secretary of the State Board of Commerce and Navigation for all data concerning present status of both the Hudson bridge and tunnel situations. The agitation of the traffic tunnel was left in the hands of the Committee on Streets and Terminals, Charles Cosgrove, chairman. This committee was instructed to get in touch with a number of tunnel engineers, and invite them to explain at a special meeting of the Team Owners' Association the various construction methods possible.

In the course of the traffic tunnel discussion a question was raised relative to the air pressure in a tunnel of the length necessary to connect Jersey City and New York, and its possible effect on horses. Mr. Cosgrove's committee was also requested to secure information on that question.

A communication was read from the Safety First League asking for an expression of opinion from the Team Owners on a proposed ordinance requiring that all horses be kept "sharp" from November 1 to April 1. An ordinance along similar lines was recently introduced in New York City. Several of the team owners present seemed to feel that the passage of an ordinance similar to the one suggested might in some cases prove an unnecessary hardship. The commun-

cation was referred to the Committee on Laws and Legislation, George Kemp, chairman, for further action. Recommendations relative to the proposed constitution and by-laws for the State Team Owners' Association made by the Executive Committee of the Hudson County Association were approved last night. The recommendations include a provision for a central employment bureau and an indorsement of a blanket insurance policy. A final organization meeting of the State association will be held in Newark on June 12. President Thomas J. Stewart will appoint the representatives of the Hudson County Association to that meeting. The local delegates will be instructed to vote in keeping with the resolutions adopted at the last meeting of the association.

The resignation of L. O. Coder, former secretary of the association, was formally accepted and Harry Melber, of the Franco-American Soup Company, was elected to fill the balance of Mr. Coder's unexpired term. Mr. Coder has retired from the teaming business and no longer owns or employs teams or trucks and is therefore no longer eligible.

The association will take advantage of the reopening of the specifications and bids for the improvement of Paterson Plank-road, and will recommend that granite block be used in reconstructing the road, instead of wood block, as proposed. This decision was reached at a meeting of the executive committee of the organization held at the Down Town Club, Jersey City.

The committee also held a discussion relative to by-laws for the proposed State-wide organization of team owners. They decided to mail a copy of the proposed by-laws to each member of the association so that they may become fully acquainted with them before the general meeting of the organization in the Carteret Club, on May 12.

Long Distance Haulage of Heavy Freight by Motor.

The Heavy Haulage Co., of New York City, has demonstrated a way to make manufacturers independent of freight congestion and railroad embargoes, and incidentally made something of a record for hauling heavy freight a long distance. It transported 44 tons of hard steel castings for ball bearing housings from a warehouse in this city to Hartford, Conn., a distance of about 150 miles, in about 30 hours, despite bad roads.

The consignee of the castings was the S. K. F. Ball Bearing Co., which has been having trouble with the freight congestion and embargoes of late, and has been forced to resort to unusual methods of transportation. One day last month a steam tug was chartered to get

material and office furniture from New York, and when a consignment of forty tons of ball bearings made of special Swedish steel, shipped from the Swedish ball bearing concern in Gothenburg, Sweden, landed in New York, the agents of the house contracted with the Heavy Haulage Co. to bring the material over the highways the entire distance—said to be the hardest stunt of highway hauling ever undertaken in the East. Manager Pride used eight five-ton Mack trucks in the work, leaving the warehouse on West Twentieth street, New York, Thursday afternoon at 5:25 and arriving at Hartford Friday night about midnight. Just below Stamford the drivers found the hardest work of the trip, for they had to make a wide detour and got stuck in the mud. The same thing happened just before reaching Bridgeport. Steep hills were considered only a minor feature of the trip. The value of the load was not less than \$100,000, according to the insurance carried on it, but it arrived in perfect order.—*Journal of Commerce*.

Pass it on!

If your cost of goods advances,
Pass it on, pass it on!
Do not take unseemly chances—
Pass it on!
Keep your fingers from the fire,
For the price will go still higher;
Just collect it from the buyer—
Pass it on!
You can't afford to absorb it,
Pass it on, pass it on!
Or you'll soon restrict your orbit—
Pass it on!
Why your profit throw away?
You will need the coin some day,
For you always have to pay—
Pass it on!
Your customer expects it—
Pass it on, pass it on!
If you don't you'll make your exit—
Pass it on!
If you'd stay in business,
Keep your loved ones from distress,
Save yourself an awful mess—
Pass it on!
There's no reason why you couldn't
Pass it on, pass it on!
There's no reason why you shouldn't
Pass it on!
Here's your one chance to come clean;
Raise your head with manly mien,
And with purpose strong, serene,
Pass it on!

—*Implement Trade Journal*.

To Members of the National Association

The National Team & Motor Truck Owners' Association is hereby called to assemble in convention in accordance with Article 14, Section 1, Page 9 of the By-Laws, and in compliance with the action of our previous convention. The convention will be held this year in the city of St. Louis, Mo., on the 4th Monday of June, the same being the 26th day thereof, and continuing for 3 days for the purpose of considering and transacting such business as may be presented to said convention.

Each local association shall be entitled to one delegate and one alternate for every twenty-five members or fraction thereof. The alternate to act in place of regular delegate in case of failure on part of said delegate to attend. Names of such delegates and alternates should be sent to the National Secretary within 5 days of their election. Individual members of any city where there is no local, shall be entitled to one vote.

In behalf of the St. Louis Team Owners' Association, I extend a hearty invitation to all members of the different local associations, and their families, and also any one interested in the transfer business, whether they belong to any association or not.

The city of St. Louis is the birthplace of our organization, and the St. Louis members have made extensive preparations to give the delegates and visiting friends a royal welcome.

THE NATIONAL TEAM & MOTOR TRUCK OWNERS' ASSOCIATION,
N. F. RATTY, President.

Great preparations are being made by both the National Team & Motor Truck Owners' Association and the St. Louis Team Owners' Association to make the fourteenth annual convention of the National Association, which will be held at the Planters' Hotel in St. Louis on June 26, 27 and 28, a bigger and better gathering of team and motor truck owners than any before held. A program has been carefully arranged, and it remains now only to perfect the details.

Eastern delegates going to the convention will be glad to know that the Chicago Cartage Exchange has arranged for a special train over the Chicago & Alton Railroad to leave Chicago at 11:30 a. m. on Sunday, June 25, for St. Louis. A special round-trip rate of \$12 has been obtained for those going this way. The one-way rate is \$7.50, and a party rate of \$5.80 for ten or more traveling together has been made. Those desiring to take advantage of the arrangements made by the Chicago Cartage Club should communicate with J. M. Harris, the club's manager, at 310 Tacoma Bldg., Chicago, as soon as possible.

John Sheahan, Jr., secretary of the National Association is mailing out a little booklet in which the purpose and scope of the National Association are outlined, and an outline given of the good that a local organization can accomplish. The object of this booklet is to stimulate interest in the National Association and in the formation of local associations and to urge team and truck owners who are not members of the National to be present at St. Louis.

Following is the program as given out for the annual meeting at St. Louis. This program is subject to change:

Sunday, June 25.—3:00 p. m. Reception Committee meet at Union Station and Planters' Hotel. 5:00 p.

m., ladies to meet at hotel to welcome visiting ladies.

Monday, June 26.—10:00 a. m., Assembling of delegates, ladies and guests at Planters' Hotel; prayer by local pastor; opening address of convention by Hupp Tevis; address of welcome by Mayor Hy Kiel; 10:30 a. m., convention called to order by President N. F. Ratty; appointment of committees: Credentials, Resolutions, Audit, Convention, Nominations; reports of officers; 12:00 p. m. afternoon luncheon and auto ride; 2:00 p. m. afternoon session of convention.

Financial Burdens of the Truckmen.

- (1) Operating cost of truckmen.
- (2) Union labor in the team industry.
- (3) Working scale of prices.
- (4) Organization.

Discussion, led by H. Steuve, M. T. Green. 8:00 p. m., theatre party, delegates, ladies and guests.

Tuesday, June 27.—9:30 a. m., Morning session of convention.

Equipment.

- (1) Trucks and motors.
- (2) Care of the horse.
- (3) Horse equipment.
- (4) Food and feeding methods.

General discussion, led by George Reichel.

10:00 a. m., ladies' shopping tour; 1:30 p. m. ladies' luncheon; 2:30 p. m. automobile tour to points of interest such as Forest Park, Shaw's Garden, Tower Grove Park, Sunset Inn and Boulevards, for the ladies.

2:00 p. m. afternoon session of convention.

The Status of the Transferman.

- (1) The position of team owners in industry.
- (2) Effect of employers' liability legislation on teaming industry.

To Members of the National Association

Once again we are about to assemble in convention, and to extend good wishes to our fellow team owners from all over the country, and to the teaming business in general to see where we can benefit our conditions, and to learn where we are weak, and to show others where we are strong. This year the convention will be held in the city of St. Louis, Mo., June 26-27-28th, and I want to assure every member that St. Louis men are not leaving a stone unturned, that they may be able to say that this convention was the best ever held.

I also wish to state that these gentlemen from St. Louis have joined in with the national officers to extend an invitation to all team owners in general, regardless whether they are members or not to attend. We would ask you to look carefully over the program that has been arranged, I am sure there are topics that are of the most interesting nature to everyone personally. I take this opportunity to ask the local associations to send in a list of the delegates and alternates, also any papers you may wish read.

Anticipating the pleasure of meeting you all in St. Louis, Mo., June 26-27-28.

THE NATIONAL TEAM & MOTOR TRUCK OWNERS' ASSOCIATION,
JOHN SHEAHAN, Jr., Secretary.

- (3) The proper advertising methods.
- (4) Competition between transfermen.

General discussion, led by W. H. Fay.

Wednesday, June 28.—9:30 a. m. morning session of convention.

- (1) A positive program for 1917.
- (2) Legislation
- (3) Position of assistant secretary or organizer.
- (4) General relations with railroads.
- (5) General relations with storage warehousemen.

12:30 p. m., lunch for delegates, business men's league; 2:00 p. m. afternoon session of convention; reports of committees; election of officers; meeting of board of directors; 2:30 p. m. trolley ride to interesting points; 7:30 p. m. banquet at Planters' Hotel.

N. Y. F. W. A. Annual Outing at Asbury Park.

The nineteenth annual mid-summer outing of the New York Furniture Warehousemen's Association will be held at the New Monterey Hotel, North Asbury Park, N. J., July 7 to 10, 1916. The members and guests will leave New York on Friday, July 7, on the Central Railroad of New Jersey train, leaving West Twenty-third Street at 4:20 p. m.; foot of Liberty Street at 4:30 p. m. This train is a fast express, making no stops between New York and North Asbury Park, and special coach or coaches for the exclusive use of the party will be furnished by the railroad.

The charge for the outing, to include railroad fare from New York and return, transportation from North Asbury Park Station to the hotel, transfer of baggage to and from the hotel, 3 days' accommodation at the New Monterey Hotel, trip to the Ross-Fenton Farm (together with supper at the Farm), and the trip to Pleasure Bay (including clam-bake), is thirty dollars.

Saturday evening, July 8, a trip in launches will be made to the Ross-Fenton Farm on Deal Lake, where a special supper will be served at or about 10 p. m. Cabaret and dancing will be provided by the management. On Sunday, July 9, a trip in special trolley cars will be made to Pleasure Bay, where a clam-bake will be served. On Monday, July 10, the regular business meeting of the Association will be held; the morning session at half-past ten, the afternoon session at half-past two, as heretofore.

Guests to Amuse Themselves.

As there are so many forms of amusement at Asbury Park, your Committee thought it best not to provide any special entertainment for Saturday, July 8, morning or afternoon.

Bathing, either in the ocean or pool, 25 cents, which charge includes bathing suit. An ocean fishing trip "in sea-going yacht," at 8 a. m., \$1 per person. A sailing trip (on the ocean) at 2 p. m., at 50 cents per person. An automobile trip to Lakewood, \$1.50 per person. An automobile trip over the famous Rumson Road, \$1 per person. The baseball game between big league teams at the Athletic Grounds at 3 p. m. Admission, 25 and 50 cents. On Sunday night, July 9, the concert by Pryor's Band, at 8 o'clock, in the Arcade. Admission, 25 cents.

American Transfermen to Meet at Boston.

The American Transfermen's Association will meet at Boston, Mass., on June 27, 28 and 29, this being the place selected by the General Baggage Agents' Association. Headquarters and other details will be arranged later. It is expected that a great many matters of importance will come up.

The C. E. Mills Taxicab & Transfer Co., Akron, Ohio, has been elected to membership.

The secretary of the association states that it has been brought to his attention that some members are expressing a willingness to pay commissions on checks issued by railroad representatives for checking baggage through to residences. It has been suggested that members refrain from doing this, as it is not necessary to do so in order to secure this business, this being a service that the railroads are glad to perform for their patrons.

Demurrage Freight Being Placed in Large Warehouse.

To relieve the freight congestion at Bridgeport, Conn., and release more cars for use in carrying merchandise, the Lattin Storage & Trucking Co. has begun the removal of accumulated freight from the sheds to the storage warehouse of the company, where the consignee will have to call for it and pay storage and freight charges. This is in accord with a plan agreed to by Inspector Humphries of the Accumulation conference while in that city recently.

By this arrangement the storage company will transfer all freight that has arrived in less than carload lots to its warehouse. When the consignee calls for his goods he will be directed to the warehouse and will be called upon to pay the storage and freight charges. Workmen have been busy at the freight house for the last week separating the freight and placing that which has been held longest in front so that it may be removed easily. The goods that have accumulated have been at the freight sheds from a week to 2 months and all of it is to be removed.

There is a probability that the railroad company will raise the demurrage rates shortly in order that consignees of carload lots will remove their goods. At present the freight is allowed to remain in the car for 48 hours without charge, when a dollar demurrage is assessed for the first day and \$2 for each day following. With the arrangement contemplated, after the fifth day a demurrage of \$5 a day will be charged. This scale would probably have become effective sooner but the Interstate Commerce commission did not wish the extra demurrage levied. But as shippers and consignees have not been unloading the cars as they should, it is probable that the new rate will soon become effective to facilitate the unloading of car lots.

Send Freight to Warehouse.

Due to the efforts of F. C. Syze and D. R. Crowley, investigators of the eastern freight accumulation conference, who have been studying the congestion problem in that city for the past few days, Waterbury, Conn., is to have its first public warehouse where freight kept over the prescribed period at the freight

sheds will be carted at the consignee's expense for storage. These gentlemen have arranged matters with Freight Agent M. D. Cosgriff, and have secured the building of the Howard W. Connor Co. as a warehouse. Agent Cosgriff has already started the machinery moving for the occupancy of the warehouse and is busy issuing notices to delinquent consignees to remove their freight from the New Haven property.

The delay of some of the consignees of less than carload lots in removing their freight from the New Haven sheds has been one of the worst features of the congestion here. Vigorous attempts by the railroad and the Chamber of Commerce several times during the winter failed to clear up this situation to any great extent, with the result that the local freight sheds have been hopelessly littered with masses of freight. This condition imposes a severe hardship all around. The railroad is at a loss for room to place the incoming freight and the consignees who are willing to unload promptly are hindered and harassed in doing so with the result that it takes twice as long to load their teams as it ordinarily should.

Messrs. Crowley and Syze on coming to this city delved to the bottom of the trouble. They found that the unloading of carload lots was done with altogether fair rapidity and was much improved over this time a month ago. They immediately found that the delay of some of the consignees to whom less than carload lots were assigned was one of the worst features of the local problem. They made an earnest appeal to these consignees to work with the railroad and cart away their goods as quickly as possible. If they did this, Mr. Syze and Mr. Crowley said, the entire situation would be relieved in a week.

There was a noticeable response to their appeal and many of the hitherto backward consignees removed much of their freight. The investigators at once saw the necessity of a permanent public warehouse for this city and were surprised that a city of Waterbury's size did not possess one. In their opinion a warehouse is the only way out of the situation. It will cause the consignees to live up to the railroad's regulation and will also prevent the company's freight houses from being littered with freight indefinitely. The attempts of the investigators of the interstate commerce commission have been to harmonize the two interests. The railroad, they state, cannot provide a storage place here for the consignees who do not care to cart their freight away, and the consignees in allowing it to stay there interfere with the work of the railroad and also other consignees.

It is planned to notify these delinquent consignees and if their freight is not carted away 48 hours after arrival at the freight sheds it shall be optional with the railroad to take it to the storage house. The charge for carting as well as storage will be placed against the

consignee. The latter charge will be on the monthly basis, just as heavy a charge being levied if the freight is there a day as if it was kept a month. The scheme is planned to apply to the less than carload lots but will also indirectly apply to the carload lots.

Utilities Board to Rule Busses and Transfer Trucks.

After consideration for 6 months the Los Angeles City Council passed an ordinance transferring jurisdiction over jitbusses and all "for hire" automobiles from the Police Commission to the Public Utilities Board. This action was taken with a view to making it effective before licenses for the third quarter are payable and the matter of providing an extra clerk for the Utilities Board has already been referred to the Budget Committee.

In making the transfer of jurisdiction to the Utilities Board, the regulations now applying chiefly to jitbusses in the matter of bonds and other features will be made applicable also to taxicabs, sightseeing busses and interurban stage lines and express and transfer autos.

The original plan of the Utilities Board was to codify in general terms the present ordinances affecting these classes of automobiles and enact by ordinance only such features as are fundamental and not likely to change from month to month; thus requiring new ordinances. By this plan the details of regulation were to be left to rulings of the Public Utilities Board which may be changed and amended without the necessity for new ordinances. It developed yesterday, however, that there may be some legal barriers to this program and the subject will be taken up with the Utilities Board by City Attorney Stephens in the next few days. In the regulation of certain utilities, the charter gives authority to the Board of Public Utilities to enforce its rulings, but there is some question of the legality of the proposal to extend this power to utilities not specified in the charter. It is on these points that the City Attorney will ask for a conference before the second ordinance is presented to the Council for passage.

City Will Provide Horse Fountains

In response to a declaration from the master teamsters of Providence, R. I., that immediate action was necessary, the Board of Contract and Supply, at a special meeting authorized Commissioner of Public Works Slade to purchase and install at once 13 drinking fountains for horses in certain specified locations.

All of the 34 drinking fountains in the city at present are closed by order of the State Board of Agriculture, and cannot be reopened because the board holds that their construction is conducive to the spread of glanders. With hot weather near at hand and no drinking fountains available, the teamsters say that the situation is serious.

Mayor Gainer called yesterday's session of the contract board following a conference with Thomas W. Waterman and C. H. Weaver, representing the master teamsters; James N. Smith, Agent of the Society for the Prevention of Cruelty to Animals; John S. Pollard of the State Board of Agriculture and Commissioner of Public Works Slade.

The fountains to be installed, which have the approval of the State Board of Agriculture, are of the bubbler type, with separate drinking compartments. The flooding of these compartments carries away any infected water which may have been left by one horse, before a second animal can drink. Additional fountains, it is expected, will be installed later. The type which Mr. Slade will put in now is patented, and the cost per fountain is about \$125. They are made by the H. F. Jenks Co., of Providence.

Railroads Demand Lower Cab Rates.

Managers of several of the big railroads out of Chicago are determined to improve the service and lower the rates of the cab lines now operated from the big local passenger terminals. At the next meeting of the Western Passenger Association in Chicago the question of obtaining cabs at lower rates will be considered.

The Parmelee Transfer Co. now has the exclusive cab and carriage privilege of all Chicago depots and the rates charged by that company are much higher, in many cases twice as much, as other cab lines in the city charge. The railroad managers feel they owe it to the public to provide carriage service from every station to any part of Chicago at rates as low as those charged by any cab or carriage company in Chicago.

The railway managers say it is absolutely necessary to protect the traveling public from annoyance, that the cab privileges at the stations be confined to one company and made an exclusive concession; otherwise there would be a scramble and incoming visitors to the city might be annoyed. However, the managers do not feel like continuing with the present company at the present high rates. At the next meeting of the railroads action undoubtedly will be taken which will insure the public the lowest possible cab rates from all passenger stations in Chicago.

Secretary William Friedman of the Chicago Furniture Merchants' Club, reported that there is now pending in the City Council of Chicago an ordinance requiring all dealers who purchase secondhand furniture, to report the name, address and description of the goods each day to the Superintendent of Police; that such dealers must hold the goods at least five days and keep a record thereof subject to inspection of any police officer. This ordinance is now before the committee on licenses and will probably pass and become a law.

—*The Furniture Journal.*

How a Storage Warehouse Makes Its Advertising Pay

About all that a storage warehouse company has to offer the public are the services carried on within its walls. And these services are so placid in character and so somnolent in nature that they don't seem to lend themselves readily to any kind of wide-awake advertising. The sphere of activity of such a business seems on the face of it to be limited to the patronage of those dwelling in the vicinity of the premises, and to be circumscribed by the activities of any competing warehouse that may raise its roof nearby.

This may be a pleasant and comfortable way of carrying on business, and there may be plenty of time for rest cures and somnolent repose during temporary lulls in trade. But it has one inevitable disadvantage: It reduces most of the efforts to win custom and attract trade to a purely competitive basis. When a price is quoted for the removal or storage of goods, or any other service, the paramount thought in the bidder's mind is how to secure the contract by shaving the quotation a few dollars below that of competitors. This is not a healthy state of things for any trade, and especially a trade-selling service.

Signboards Stretch from Coast to Coast.

The Pioneer Fireproof Storage Warehouses of Brooklyn, N. Y., have been one of the first storage and removal concerns to realize the futility of the general attitude that the "business was different." And this futility is proved by the fact that their advertising has gradually grown from less than a dozen poster signs put up here, there and anywhere, and a few two-or-three-line slogans peppered promiscuously in the pages of the New York daily press, to a whole chain of signs stretching all the way from Boston to Los Angeles and a metropolitan newspaper campaign, planned with as much forethought regarding timeliness of appeal and striking headlines as a department store devotes to the offering of seasonal novelties or the latest mode in hats.

It took several years for the Pioneer Warehouses to discover the right kind of advertising. Starting its career in that highly competitive business of moving goods and chattels from one part of New York to another, to-day the concern is ready and equipped to transport anything between any two points of the globe where moving vans can penetrate. From this beginning naturally sprang a storage warehouse or resting place for goods temporarily without a home. The hour of removal is the time for cleaning and renovating, and so followed an offer to cleanse rugs an offer to cleanse rugs, carpets and draperies and to insure against the moth and rust that corrupt and the fire that destroys. Most homes own a certain number of precious possessions and thus a further development was to offer to

store silver and like valuables in safety deposit vaults. As these vaults are equally adapted to the storage of valuable business documents, a new field of enterprise opened in this direction.

The possibilities of this field were laid bare a few years ago when one of the largest insurance companies' building was destroyed by fire. This disaster forced these people to seek a temporary and safe home for their precious papers. A large section in the Pioneer Warehouses was rented for this purpose. One hundred van loads of valuable records were housed therein. And since this date the insurance company has made use of the premises for the storage of valuable documents, papers and records.

"It's a Poor Fire."

This catastrophe and the new use to which the warehouses were put brought home to the Pioneer Warehouses two things that nobody had so far thought of. Fire is the most costly of all interruptions to business. Most storage or safety vaults are located in the basements of big buildings. When a fire occurs the basement may be buried for days and even weeks before valuable papers stored below the level of the street can be extracted. Therefore duplicates of all valuable records ought not to be stored away from the building but they ought to be located in a vault on the street level so as to be much more readily accessible in case of fire.

"Up to the time of the fire," said Louis L. Firuski, owner and proprietor of the Pioneer Warehouses, to a representative of *Printer's Ink*, "I had done a certain amount of advertising because I had always believed that the psychological effect of sustained publicity is just as valuable for a storage warehouse as it is for the sale of soap or any commodity. But the copy which in those days I wrote myself was designed more with the idea of impressing the special features of Pioneer service upon the public than with the object of making business men realize the advantages to them of using my safety storage facilities. No attempt had been made to link these services with something that the public is much more interested in, to wit, the security of its most precious possessions. And the fire revealed to me the proper avenue of approach in securing the attention and arousing the interest of my possible customers.

Gives Agency Charge of Work.

"As the work became too much for me personally to handle when I decided to increase my press campaign, I turned it over to the advertising agency of Sherman & Bryan. For the last 3 years they have been in charge of the publicity of my rather peculiar business. You

cannot arouse a desire to move and you cannot stimulate a demand for storage space, however striking and eloquent your appeal may be. But you can so impress the name and reputation of your business upon the public that, when any service such as you render is needed, your name will be the first to come to mind when bids are asked for the particular work that needs to be done.

"I may not be always able to trace my returns because quite 75 per cent of my business comes in over the telephone. But I have abundant proof that the advertising pays in the steady growth of my business. It is true that customers have occasionally come to me with an advertisement 2 or 3 years old, clipped from a daily paper; and others have mentioned seeing my signs between New York and Philadelphia and making a mental note of the name. But the real proof of the value of my publicity lies in the fact that I have had to build and enlarge the warehouses five times in 14 years, my floor area has increased from 49,000 to 220,000 square feet, and the value of my transport equipment has grown from \$30,000 to over \$100,00. In a business such as mine this expansion would have been impossible without advertising."

How the Campaign Opened.

The new campaign opened with 4 by 5-inch spaces in about a dozen New York dailies, read by the commercial and professional classes. These advertisements were headed by such headlines as "Fire Is the Most Costly Interruption to Business," "How About Your Duplicate Record Room?" "Seven Minutes from Wall Street to Business Safety!" and so on. The copy emphasized the advantages of storing documents and valuables away from the lower Manhattan congested district in the readily accessible and more open district of Brooklyn over the river. Thus what at first might have seemed to be a disadvantage in location was turned into a selling point of merit.

These general appeals were made more specific a few weeks later in slightly smaller advertisements addressed to particular classes of business and professional men in the same mediums. Such headlines as "Mr. Builder, If You Should Lose That Contract," "Insurance Companies, Have a Care!" "Real Estate Firms—Defy, Don't Decry," might be expected to make those addressed sit up and take notice where a mere announcement of the existence of the Pioneer Warehouses would not have caused the raising of an eyebrow. The copy that followed, while not exactly hair-raising, was still sufficiently forceful to make those who read it realize that prevention is worth all the cure there is; and that the cautious business man can no more neglect to secure his valuable records against destruction than he can neglect to insure the premises in which he carries on his business.

This plan of campaign soon proved its worth. It enabled the concern to secure the leads needed to get the utmost possible returns from the work of its representatives; and it made profitable the distribution of an ex-

pensive booklet—a booklet in which the numerous services rendered by the Pioneer Warehouses are described in detail and illustrated in a way that stamps the solidity of the building, the security of its safety vaults, and the stability and progressive character of the firm in the reader's mind.

To strengthen the idea of the stability and the wide ramifications of the business, the poster advertising has been extended until now the signs can be found in most towns of importance between New York and the Pacific Coast. Superficially considered, seeing that the warehouses are rooted in New York, and the business is more or less local in character, it might seem as if this were casting advertising bread upon far distant waters with little or no hope of return. There are two underlying motives, however, to this enterprise. The first is to add to the prestige of the firm by stamping it on the mind of the traveler as a concern with a big and growing field for its operations; and the second is to connect with moving and storage houses all the way across the continent so that people moving to New York can be handed over to the care of the Pioneer Warehouses whose complete equipment is at their service; and the Pioneer Warehouses reciprocate by passing on any of their customers who are moving westward.

"Modern Publicity Run Mad."

"About a year ago," said Mr. Firuski, "a man wrote to me from Pasadena, Cal., to ask me if I was crazy. He had seen one of my California signs and the idea of a New York house advertising its storage and moving facilities in the far west seemed to him modern publicity run mad. Yet it happened that a few months later this same man had to move with his family to New York. Needless to say we handled his goods and chattels in this city.

"For reasons such as these my signs feature the moving branch of the business, not neglecting, however, to give the telephone number, to mention the fireproof warehouses and the vaults for valuables, and to include the slogan of the business "Ask the people for whom we work." This is a pretty good slogan for any firm selling service. In fact, it is so good that it has recently been copied by a competitor and I have had to devise a new one 'Pioneer Service Means Perfect Satisfaction!'

In other words, Louis L. Firuski has reached the stage of believing on advertising as an investment and not as an expense of to-day that must necessarily be paid for to-morrow.—*Printer's Ink*.

Cater Transfer Buys Hinton Line.

In a deal that has just been consummated, the Cater Transfer and Storage Co., with headquarters at 5121 Madison street, one of the oldest concerns of its kind in the city, has taken over the business and equipment of the Hinton Transfer Co., operating four rigs and employing a half dozen or more men.—*Spokane (Wash.) Chronicle*.

Approve Storage Limit of Two Days at Philadelphia.

A decision was rendered by the Interstate Commerce Commission on March 30th in the case of the Commercial Exchange of Philadelphia against the Pennsylvania and other railroads approving the limiting of free storage time at Philadelphia, Pa., to two days. The roads were directed by the Commission, however, to amend the new tariffs by providing for additional free storage time on account of bunching of cars by carriers.

Prior to 1907 4 days' free storage time was allowed at Philadelphia on general merchandise, 10 days on flour, 5 days on hay and straw. During that year the free time allowed was reduced to four days on all freight. The present rules and regulations according only 48 hours, or two days' free time, took effect November 15, 1914. It was contended by the complainants that the reduced free time would discriminate against Philadelphia in favor of New York City. This the commission denied, pointing out:

"When the complaint was filed carload package freight destined to New York City, lighterage free, was allowed 10 days' free storage time on the New Jersey shore with 3 days additional in New York, and one day additional for lighterage to the piers at New York, a total of substantially 14 days' free storage time. Prior to 1907 the free time allowed on the Jersey shore was 20 days, which was reduced to 10 days in 1907, and later in the same year by the Pennsylvania Railroad and other carriers to 4 days. The Erie Railroad and the Lehigh Valley Railroad refused to reduce the free time allowed by them and continued to allow 10 days. The other New York carriers, including defendants, accordingly were compelled for competitive reasons to restore the 10 day free time period on the Jersey shore. Subsequently the carriers serving New York filed tariffs which proposed to reduce the free time allowed to 5 days on the Jersey shore and 2 days at New York."

In its decision the Commission said:

"Many consignees took advantage of the 4 days' free period previously allowed at Philadelphia and unnecessarily allowed their freight to remain in the freight stations for the full period. Great congestion resulted, which rendered it difficult for a consignee who desired to remove his freight promptly to get it. Defendants assert that the 2-day period has eliminated such congestion and, coupled with the increased capacity of the freight houses, has improved conditions to the satisfaction of shippers and teamsters patronizing the freight stations. Formerly from 7 per cent to 20 per cent of the less-than-car-load shipments received at the various freight stations remained there until the third day of the 4-day free period allowed. Substantially all such freight is now removed within the 2-day period without any material increase in the

amount finally stored over that stored when the 4-day rule was in effect.

"Storage regulations are intended primarily to prevent congestion of carriers' terminal facilities. The public interests also require that freight should be removed promptly from the carriers' premises or from premises furnished by carriers as an adjunct to their terminal facilities. To this end carriers may maintain storage regulations, provided the regulations are reasonable and non-discriminatory."

A similar decision was entered in the case of the Baltimore Chamber of Commerce against the Baltimore & Ohio and other railroads. In this instance the roads reduced from 4 days to 2 days the period of free storage in warehouses on carload shipments of flour, feed, hay and straw received at Baltimore. The commission further declared that, although not put in issue by the complainant, conditions were shown to be substantially the same as at Philadelphia, and indicate the propriety of a provision in the storage rules for the bunching of cars.

Truck Owners Send Petition.

A petition has been sent to Governor Harrington of Maryland by a committee of owners of motor transportation trucks, asking him to veto the bill recently passed at the Legislature increasing the tax on such trucks.

The petition declares that under the bill owners of certain trucks may be obliged to discontinue the use of them because of the great burden imposed. They point out that their investment per truck in some cases is \$4,000, and that the receipts per truck are from \$3,000 to \$3,500. The margin of income over expenses when depreciation and gasoline costs are figured with operating expenses, they say, leaves grave doubt as to the probability of running such trucks with financial success.

Sufficient Notice of Claim.

A telegraph message is sufficient notice of a claim for loss or damage, under the bill of lading covering interstate shipments. A railroad company is bound by the receipt of such message because, in the opinion of the Supreme Court of the United States, it is "notice in writing" within the meaning of the words as used in the bill of lading.

That construction was announced May 8, in an opinion written by Justice Hughes in the appeal of the Georgia, Florida & Alabama against the Blish Milling Co., from the Georgia Court of Appeals. Another point in the case is that the bill of lading governs until the goods covered by it have been delivered. That, of course, is a mere reiteration of the rule in the Dettlebach and Prescott cases.

Shipper Must Sue Original Carrier.

The Pacific & Idaho Northern received an interstate shipment of lambs, giving a bill of lading to the shipper, purporting to limit its liability to its own line. At Weiser the Oregon Short Line took the shipment and gave a new bill of lading. That of the Pacific & Idaho Northern was surrendered. The shipper sued the Oregon Short Line for injuries alleged to be due to improper handling. The Illinois Supreme Court holds that under the Carmack Amendment, declaring that the carrier receiving goods for an interstate shipment, and issuing a through bill of lading, shall be liable for all injuries which may occur, the original carrier, which receives the goods and issues such bill of lading, is liable, and, though a connecting carrier issues a bill of lading, the shipper must proceed against the original carrier. Any other doctrine would substitute diversity for unity, and instead of making liability depend upon the law, would base it upon the independent, separate acts of connecting carriers. The purpose of the amendment, on the other hand, has been declared to be to combine unity of responsibility with continuity of transportation. Judgment for the plaintiff was therefore reversed.—*Looney vs. O. S. L.*, 111 N. E. 509.—*Express Gazette*.

To Wage Fight on Railroads.

Youngstown, Ohio, draymen may appeal to the State Utilities Commission to compel local railroads to give them better service at freight houses unless conditions are soon improved. At a meeting held the draymen discussed the situation and decided to inform the general public the status of affairs.

There follows:

Youngstown, O., April 22, 1916.

To the Editor of the *Vindicator*:

The members of the local Team Owners' Association desire to publish a few grievances which have lasted for years in our local freight houses. One railroad is just as bad as the other, but we wish to state a few of the conditions as they actually exist.

At our Erie and P. & L. E. R. R. freight office our drivers and men have to stand in line from 15 to 30 minutes to get their freight bills, then, after getting a few of them, they go to the freight house and find that the goods are scattered from one end of the freight house to the other and finally, after looking for goods for an hour or more, they get half of them placed on the wagon and then we are obliged to unload because the balance of the shipment cannot be found. Then comes another search for a house man to check off the freight bill.

A great number of the freight bills cannot even be read, due to poor penmanship and lack of carbon paper. For damage and shortage notations we have to wait on one man to make them and as there is about 10 per cent of these bills to be marked, it also gives our

men another wait of 15 minutes or half an hour. One local drayman recently loaded eight tons of less car-load freight himself and had no help from the railroad company, while one wholesale house driver had three house men waiting on him.

Our local Pennsylvania freight house has no more system about it than our city dump. There are about five house men to take care of about twenty wagons, and not only that but wagons will have to wait from 30 minutes to an hour before they can get backed into a door. The New York Central has two house men and about twenty doors to deliver freight from, so you can easily see who does the work at this depot.

Lastly, but far from the best, is our B. & O. with one house man, who does not even check off our freight bills, but just stands around and watches our men find freight and load it on the wagon.

These conditions are not due to increased business conditions of the railroads, but it is the same now as is always the case, not enough of the right kind of help and no system at all in any of the local freight houses as to placing of freight in warehouse for delivery. The merchants of our city will be compelled very soon to pay a much higher rate for hauling freight from the local depots.

We have interviewed our local representatives of the roads and of no avail, and now think it is up to our Public Utilities Commission of Ohio to take the matter in hand. YOUNGSTOWN TEAM OWNERS' ASSOCIATION.

Ordinance Forbids Solicitation of Baggage.

A test case of the ordinance which prohibits any person soliciting custom or patronage in depots to the annoyance of passengers has been decided at Los Angeles by Judge Wilbur in *habeas corpus* proceedings in favor of the validity of the measure. The proceedings arose out of the arrest of E. H. Barmore, manager of the Los Angeles Transfer Co. He applied to the Appellate Court for a writ of *habeas corpus*, holding that the ordinance is invalid, for the reason that the company pursues a legitimate calling in a proper manner.

In denying the writ, and remanding Mr. Barmore to the custody of the police, Judge Wilbur stated that the ordinance clearly prohibits soliciting patronage.

"The question whether or not the railroad company has been paid for the privilege of thus annoying passengers seems to be a false quantity in the case," said the court.

Mr. Barmore has furnished bond.

Purdum & Purdum, who bought the Clem Transfer business a few weeks ago, have moved their headquarters around to their barn in the rear of the Shoshone Hardware Co., and they have an outfit that puts one in mind of some big city transfer company.—*Shoshone (Ida.) Democrat*.

Suggestions for Solving Boston's Trucking Problems

Investigations of the freight congestion at Boston's railroad and steamship terminals has convinced traffic experts that the use of electric and gasoline trucks, instead of horse-drawn vehicles, is the only practical solution of a condition that is rapidly becoming chaotic. Freight distribution, both domestic and foreign, has reached a point during the past year where the cost of terminal movement exceeds the entire railroad charge for transportation. In fact, conditions are recognized as so bad that President Louis K. Liggett of the Boston Chamber of Commerce has appointed a committee under the chairmanship of Jacob F. Brown to go over the entire situation.

Other agencies are also studying the traffic situation at the terminals. The department of research of the Massachusetts Institute of Technology has also gone into the subject in an exhaustive way and reports strongly in favor of the self-propelled vehicle, not only as a time saver, but from an economic standpoint. Prof. D. C. Jackson of the institute is firm in his convictions that the horsedrawn truck will have to go from this field. Prof. H. F. Thomson conducted tests for the electrical engineering department, aided by a staff of student assistants, that demonstrated beyond the vestige of a doubt that electric and gasoline trucks are superior in every way to horse-drawn vehicles for freight distribution.

Handling Freight At Terminals.

These reports, and those of steamship and railroad traffic experts show that a great deal of congestion would be relieved, if freight were handled in a more efficient manner at the terminals. Because of old-fashioned methods, antiquated handling facilities and confused schedules, freight is delayed for long periods. It is a curious and incongruous fact that while the handling of freight in the main arteries of transportation—the railroad and steamship lines—has been intensively developed, the almost equally important subject of handling freight in the terminals and between terminals, as well as to delivery and pick-up points, has been neglected.

Not only export trade has been affected by the congested condition of our terminals, but domestic transportation suffers as well. Shortage of ocean tonnage is not responsible for the fact that local merchants are unable to get their goods through the terminals. It is estimated that there is a total of 720,000,000 tons of goods every year that passes through the railroad freight and transfer stations of this country, and 600,000,000 tons handled at marine terminals, making a grand total of 1,320,000,000 tons of freight handled annually in the United States, or 4,400,000 tons every

working day in the year. The present lack of system in handling this freight and the tremendous amount of lost time involved represent a yearly loss of more than \$80,000,000 at railway terminals alone. We pay \$2,000,000,000 per annum in the United States for freight transportation, four-fifths of which is for terminal work, or about \$1,600,000,000.

This is a great economic waste which the public does not yet fully realize and one which has a direct bearing on the much-abused "high-cost of living," of which an example was the scarcity during the early winter of all lines of California food products. As an aftermath of the conditions resulting from the Galveston storms which crippled the gulf line steamers last fall, freight congestion at all the marine terminals of the gulf states was terrific. The unorganized and inefficient methods of handling freight at these piers made it utterly impossible to cope with the unusual congestion.

The result was that the retail prices of these commodities went up 2 and 3 cents a pound. California shippers have found that due to delay and exorbitant terminal costs, it is much cheaper to send supplies to interior New England by all-rail routes from the coast. The cost of rehandling the freight at the Boston terminals makes the expense of sending consignments by the gulf lines more than the all-rail charge.

Railroad officials agree that the present transportation is the heaviest traffic in all railroad history, and the peak is not yet expected for some time to come. The railroad freight now accumulated in warehouses, in the process of loading and in cars banked up on terminal tracks would fill several times over the ocean space in use in export trade.

Bad Terminal Handling.

All of the railroads agree that the great obstacle to movement is the deficiency of terminal accommodations and poor facilities. No railroad can be more efficient than the terminal facilities permit it to be. Railway engineers have conducted and solved the problem of the line haul and by their skill the speed of line haulage has been increased manifold.

Freight haulage by rail has reached a high point of perfection, embodying both efficiency and economy. But it is only rarely that we find the application of the engineer's skill to an improvement of freight terminals. With a few exceptions, freight terminals and their managements remain substantially the same as they were 25 years ago. With an eye to the speeding up of line haulage conditions, transportation experts have made the line itself the acme of perfection, but they have left the freight terminal with its gross im-

perfections severely alone. William C. Redfield, secretary of commerce, is quoted as saying:

"Railroad tracks, roadbed, bridges, motive power, car signals and, in fact, all the mechanical and engineering sides of the railroad proper, show the impress of the last word of mechanical development. It is only when we go into the railroad freight shed that we go back into the dark ages of industry. There the human worker still reigns supreme, rolling up an annual pay roll of millions and congesting traffic by his cumbersome motions.

No Attempt at Scientific Handling.

"Here freight is moved by the crudest kind of labor and with an apparent absence of any attempt at scientific handling. I am absolutely sure that mechanical appliances can be employed for the greater part of the work.

"Look about you at the great freight terminals. Where are the moving platforms, the mechanical carriers and the motor trucks? We have almost wholly failed to apply to the handling of package freight the principles of mechanical transferring with which we are quite familiar in other lines. We complain about our freight rates, but nobody seems to worry much about our local terminal charges, and yet the terminal charge is as inevitable as the carrying charge, and is by far the largest part of the entire rate.

"We are today paying freight bills without giving a thought to the fact that a part of the work for which we pay is being done in a highly scientific way, while still a larger part of it is being done by methods which it would be complimentary to call mediaeval."

Prof. Thomson in his very thorough investigation calls attention to the human element in freight handling. "It is a most important factor in the operation of a trucking or delivery service," he says. "In general, abuse should be avoided in the operation of any vehicle and the Boston teamsters are particularly cautious in this regard. The horse should not be driven too fast or too far, nor should the motor truck be overloaded, overspeeded, or run without proper inspection. Even if a company's executives order that abuse will not be countenanced, obedience of the order depends chiefly upon the operatives because it is very difficult to learn of abuse until after permanent injury has been done.

The Human Element.

"Another way in which the human element affects operation lies in the mental attitude of the driver toward his work. In some services it is understood tacitly among the drivers that a certain number of trips or deliveries constitutes a day's work. If this quantity of work can be done conveniently by a horse wagon, a motor truck is almost precluded. But in

general the substitution of motors for horses may be expected to speed up all the movements of the driver, on account of the higher speed of the automobile.

"This acceleration tends to decrease the standing time for loading and unloading. Such a tendency has been noticed especially in observations which we have taken upon horse and motor trucks at the Boston freight terminals.

"As an illustration, consider a horse-drawn wagon which travels 15 miles per day, but which is actually moving only three out of nine working hours. The average speed of the wagon is, therefore, only five miles per hour.

"If this wagon is replaced by a truck of the same carrying capacity, whose average speed under the same traffic conditions would be 10 miles per hour, then the motor truck could cover this same distance of 15 miles in 1.5 hours.

"The long-haul character of work offers to the motor an opportunity to utilize its superiority over horses with regard to greater speed and mileage capacity. In the case of a city store delivering goods to suburban branches, the length of a single trip is frequently as great as 15 miles, which would constitute a full day's work for horses. A motor could readily make two or even three trips in a day, as the standing time in such service can be made very small by proper loading and unloading facilities. Here the motor is able to multiply the tonnage moved in a day, and also offers improvement in the number of deliveries between store and branch.

Routing a Big Part of Problem.

"The routing of delivery wagons, especially in parcel work, is another feature of operation which requires special attention. Two factors limit the amount of load which a wagon can handle on a single trip, first, either the bulk or weight capacity of the body, and, second, the number of trips which must be made per day.

"The former factor is taken care of by the use of a body of suitable capacity. The latter factor very often curtails the number of deliveries made on a trip, as a wagon which consumes two or three hours in traveling to and from its delivery territory can evidently handle fewer parcels than the motor car which spends only an hour in reaching and returning from its route.

"The ratio of the actual number of miles per day which a truck is driven to the number of miles per day it is capable of running, under average conditions, may be called the mileage factor of the truck in this particular service. The greater the mileage factor in any service, the less will be the cost per unit of the service.

"In addition to a good mileage factor, the load-factor, or the ratio of the maximum load per trip to the capacity rating of the wagon, should also be kept as

high as possible. If the vehicle does not carry its rated load on each trip, it is not performing the work with the greatest economy. In some lines where the quantity of work varies considerably with the season of the year, this may be a difficult adjustment, but in any case the size of vehicle should be carefully selected to fit the service in hand.

"The service of hauling freight from railroad freight house to dealer's warehouse, or vice versa, presents a particularly complicated problem. In addition to the time often lost by a wagon at warehouse, or freight house in receiving its load, there is also poor economy in the usual practice whereby a wagon moves with full load a comparatively small percentage of the working day."

Fred A. Hortter, the car accountant of the Boston & Maine railroad system, has been a deep student of terminal congestion for some years and has arrived at the conclusion that the only way to solve the problem is with the electric and gasoline truck, operated, if possible, under the direction of a central agency or company.

Average Load Is Small.

"Observation of the terminal yard teaming in the Boston & Maine railroad yards in Boston showed that in a normal day 10,264 horse-drawn vehicles handled freight to the outbound freight houses," he says. "The total outward tonnage for that week amounted to but 22,416 tons, which showed an average horse-vehicle load of only 36-100 of a ton each. Calculate for yourselves the efficiency of a five-ton unit operating under this load factor.

"In another observation in a trucking concern hauling approximately 180,000 tons of merchandise annually, the ratio of loaded and empty mileage of the horse vehicles was found to be 241:143, while the actual moving time represented but 22.95 per cent. of the total day's work.

"Of course, these figures show the actual conditions studied in one city during but a comparatively short period. Nevertheless, they indicate a lack of efficiency which is alarming when we consider the public has to pay the bills, and if you will take the trouble to contemplate with a discerning eye the methods of operation in any of our large cities, I am satisfied that you will be convinced of the manifest need of application of additional supervision, and intelligent regulation of the trucking business along the lines in which the railroads have worked at their handling of freight.

"It is not fair to the railroads or the public that the high grade of efficiency attained in one division of freight transportation should be handicapped by failure to improve the street transportation that occurs at each end of the railroad transportation thereby causing an unnecessary increase to the consumer in the cost of the commodities transported.

"From the time a freight car is placed in the freight terminal yard for unloading the railroad is at the mercy of the consignee, so far as that particular piece of equipment is concerned. The load may be such as could be readily removed in a few hours' time.

"It is commonly said that in our large cities the teamsters are not making any money, but are securing a bare existence in their particular field of industry. When we consider the lost motion and waste which characterizes the effort of these innumerable teamsters to handle their traffic without co-operation with others similarly engaged, it is not surprising that they are not growing rich.

Trucking Firms Do 60 Per Cent.

"These various trucking concerns perform under contract about 60 per cent. of the street haulage of freight. Most of the business houses prefer to hire this service because they themselves have been unable to solve the problem of handling it for themselves, largely because of failure to apply scientific study to its intricate propositions.

"The remedy is apparent. It lies in the co-ordination of the railroad and highway movement of merchandise and collaboration of the railroads and the teaming interests.

"There should be co-operation between the railroads and a consolidation of the trucking interests, resulting practically in an extension of railroad operating methods beyond their terminals. This plan is merely an acknowledgment of the unity of the terminal transportation problem, and appeared to me to be a logical solution of terminal freight congestion. Its principal advantage to the railroads lies in a train schedule system of operation and a marked reduction in the detention of freight on the railroad premises."

Express Company System.

The American Express Co. has adopted the electric truck for its Greater Boston delivery, and they have increased the efficiency of terminal transportation many per cent. Supt. Emery of the local division is much pleased with the improved facilities afforded by the use of these cars.

Two electric stevedores were installed at the N. Y., N. H. & H. freight house here some weeks ago, and a more systematic condition has resulted and considerable economy effected thereby. These trucks are used to move freight from inbound houses to outbound houses in the terminal proper, and vice versa. This saves the railroad the cost of shunting cars back and forth and greatly reduces the cost of operation at this end. In fact these trucks have proven such a success that it is probable the road will install them at other points where business is heavy.

At both the North and the South stations where the electrically propelled baggage trucks have supplanted the hand truck, it is estimated that there is a total saving of 66 per cent.

The Cunard company is using these electric stevedores at its New York piers, and it is understood that they will be put in at the Boston terminal of the company as soon as the war is over and business is normal again. Company officials report that in handling macaroni in boxes, six "electric stevedores" did the work in 9 hours that would have required 24 hand trucks. The cost of labor with electric vehicles was \$21, while at current longshoremen's rates it would have cost for labor \$87.50 if hand trucks had been relied upon.

Electric Industrial Trucks Great Aid.

In handling grapes in barrels at the same dock, two industrial trucks did the work of 21 hand trucks. In handling mackerel in barrels, two electric industrial trucks did the work of 19 hand trucks. In handling casks of wine 7 electrics with 13 men did the work of 36 men rolling the casks from one man to another. Under the method of hand-truck operation, the cost per ton of handling freight at railroad terminals and steamship piers is 25 cents, while the cost per ton for performing the same work with electric industrial trucks is but 10 1-3 cents.

One of the plans that the committee of the Chamber of Commerce is considering is that advanced by General Traffic Manager J. C. Whitney of the Merchants & Miners Transportation Co. of this city. He has installed a system at the Baltimore terminal of the company whereby the freight congestion at the docks has been entirely eliminated, and it is all done by the use of electric and gasoline trucks.

Under the Baltimore system the steamship company controls there a line of specially constructed motor trucks. These are made with two detachable bodies for each chassis. A crane lifts a loaded body, places it upon the chassis, and while the truck is making delivery of the goods contained in this body, the other body is being loaded in readiness for the return of the truck with the emptied body.

Proposes Plan.

Mr. Whitney laid his plan before the Boston men as an adaptation of the Baltimore method to fit conditions here. Baltimore, he said, uses some 30 trucks, and he estimated that 40 would be sufficient to handle the business here.

The Merchants & Miners Transportation Co., he said, would form a corporation to carry out the plan, if sufficient encouragement were given by the Boston men, would carry out and finance the entire undertaking, but would insist upon holding the 51 per cent. of stock necessary to maintain control. The other 49 per cent. would be open to subscription. The cost was estimated at \$200,000.

Current rates of teamsters would be charged, so as not to drive these men out of their business by offering lower rates. As the 40 trucks would be able to handle the traffic now hauled by 80 teamsters, it

was estimated that not more than 100 of these would be affected by the plan.

Deliveries would be made to a distance of some 5 miles from the wharves, extending, therefore, as far as the industrial sections around Roxbury Crossing and Jamaica Plain, and elsewhere within the service limit. Delivery of incoming freight was the only traffic planned at the outset, it was stated, although Baltimore has developed a collection service also, and this might possibly be a future extension of the Boston plan.

The following committee of prominent Boston business men was appointed to assist Mr. Brown in his investigations: Arthur C. Farley, Clarence E. Hanscom, H. Frederick Lesh, William H. Wellington, Jr.

A single horse delivery wagon is about 18 feet long and occupies about 90 square feet, while a small motor vehicle of similar capacity occupies scarcely more than 10½ feet in length, or 60 square feet, a saving of at least 25 per cent. with an extra space for manoeuvring allowed.

Night Delivery Important.

Night delivery should be an important factor in the proposed plan of operating on a scientific schedule. In the first place, it would greatly reduce congestion in the trucking sections of our cities and partially eliminate the present sidewalk obstruction, which is a result of the existing custom of dumping freight on sidewalks, making it almost impossible for pedestrians or workmen to get through the miscellaneous collection of boxes, barrels, etc.

In the case of large wholesale houses, for example, goods received at night could be unpacked and displayed when necessary for the next day's business, and the packing department would be free to handle shipments, thus approaching the straight line theory of efficient manufacturing.

The possibility of losses by theft or error due to the fact that merchandise at present must pass through several hands in the process of delivery, would be reduced to a minimum by the establishment of a well-organized delivery system. A reform of this kind would also materially decrease the cost of transfer from freight terminals to final destination in the city, which, as pointed out above, means as much or more than the total cost of carrying goods by rail or water over much longer distances.—*Boston Herald*.

A New System for Handling Freight on M.C.

A. G. Good, of Detroit, has been in the city the past few days installing a system at the Michigan Central freight houses for the handling of freight by the ton instead of on the old plan of so much per hour. He will go from here to Lansing to install the same system. In Detroit and other places it is said that the

company as well as its employes find the tonnage plan much more satisfactory than day work for the reason that as a rule the men make more wages and the company gets its freight handled more expeditiously. Under the tonnage system the freight handlers will be able to make higher wages than was ever before paid here, it is claimed, and at the same time, in case business becomes dull at times a guarantee of \$1.75 per day is given without regard to the amount of freight that is handled.

Horse Owners Protest.

To the Editor of the *New York Times*:

At a public hearing last week on the proposed ordinance compelling horses to be shod in such a manner as to prevent or tend to prevent slipping the chief sponsors seemed to be the Superintendent of the Society for the Prevention of Cruelty to Animals and the attorney for the Humane Society of New York, while the opposition was composed of many of the most prominent horse owners, contractors, and their associations in the city.

The arguments for the ordinance were humane considerations and the punishment of horse owners who by refusal to shoe their animals properly in the winter time gained money at the expense of the beasts.

The arguments against it were: That it was impractical because no device had ever been made which would be uniformly effective on the widely different New York streets; that a violation of the law must be left to the determination of the police force; that it was unnecessary because failure properly to shoe horses, wilfully causing pain to animals, is amply covered by the existing penal law; that it was ambiguous because it would leave the sufficiency of every device, from pads, chains, calks, etc., down to burlap sacking muffling the hoofs, to no competent person to determine; that sheet asphalt, block asphalt, and wooden blocks were invitations to horses to slip a menace to their safety at all seasons, particularly when wet, and that adoption upon traffic street of a granite block pavement with superimposed concrete makes the only "live" footing for draught animals; that probably the enforcement of the law would be left to the humane societies, which would prosecute offenders and thus collect the fines, leading inevitably to a wide field of oppression and possible invitation to blackmail.

At the conclusion of the hearing the committee voted 8 to 3 to report the ordinance unfavorably. The next day, April 29, these eight Aldermen were pilloried by name in one of the evening papers as indifferent to the fact "that hundreds of horses fall daily on the icy pavements of New York in winter"; that "their sympathies are with the close-fisted owner who would rather see his horse slip and go down a dozen times a day than spend a dollar for calks"; that "these eight

Aldermen declared themselves against a practical measure in the interest of common mercy and humanity."

Is it not fair to assume that owners of horses and mules are from every business and sentimental motive at least as much interested in conserving the health and usefulness of their animals as are sentimentalists who never owned a horse or the so-called charitable societies which make their living by fines imposed upon men who, in the main, are not guilty of cruelty?

HORSE OWNERS, INC., OF NEW YORK,

WILLIAM A. MALLETT, President.

New York City, May 6, 1916.

Released or Not

The matter of shipping household and other goods under present conditions is a very serious one and the shipping warehouseman must be extremely careful lest he be made the butt of an entanglement between carrier and owner. He should not think of undertaking to ship a lot of goods unless he first secures explicit shipping directions, covering destination, consignee, route, valuation clause, etc., in writing over the owners' signature. This should govern express as well as freight business.

To show the great necessity of having the markings and description of goods on bills of lading correct, we'll cite a case recently decided by the Appellate Division of the New York Supreme Court. A box was shipped as household goods at the released rate and was lost. The box weighed 200 pounds and contained sketches, drawings and data on art and literature the result of 10 years of research work in India. A claim was filed against the railroad for \$7,000, the value of the material, but as it was shipped as household goods at a valuation of \$10 per 100 pounds, the court ruled the owner was entitled to but \$20.

While no warehouseman was involved in this case, he might easily have been had he shipped the goods "released" on his own initiative without written orders.—*Tailboard Load*.

Gazazum Storage Co.,

Gentlemen.—

Enclosed herewith find draft for \$54.00. This is in response to your several letters of recent dates calling my attention to delinquency in my account.

I thank you for your patience in this matter and hope to keep my account with you paid up in the future.

Yours very truly,

JOHN ROE,

P. S.—This is the kind of letter I would write you if I had the money.

J. R.

—*Bekin's Bulletin*.

Urge Enactment of Pomerene Bill

The merits of the Pomerene bill, "an act relating to bills of lading in interstate and foreign commerce," are outlined in a statement just issued by Edward P. Smith, an attorney of Omaha, which claims that the measure removes certain provisions heretofore carried in bills of lading that are exceedingly prejudicial to shippers, and settles the disputed question of the liability of the carrier for the acts of its agents in issuing bills of lading. The Pomerene bill has been approved by the American Bankers' Association and the American Bar Association, and is now before the House Committee on Interstate and Foreign Commerce. Mr. Smith says:

"Shipper's Load and Count."

"For many years the carriers were issuing bills of lading covering packages of goods, or package freight, and insisted upon inserting in the bills of lading a statement to the effect that the goods had been received 'shippers' weight, load and count.' The result of this has been that in case of loss in transit the statement in the bill of lading as to the number of packages or their weight has not been binding upon the carrier, and in an effort to hold the carrier responsible for the loss of these goods the carrier has sought to place the burden of proof upon the shipper to show the exact number of packages, boxes or cases of goods received. When the shipper has presented the bill of lading containing a statement of the number of boxes or packages delivered to the carrier the carrier has defended on the ground that the bill of lading expressly stipulated that this was 'shippers' weight, load and count.'

"Section 20 of the bill referred to makes it the duty of the carrier to count the packages, and renders illegal and inoperative the obnoxious words, 'shippers' weight, load and count.' There is nothing unreasonable in this provision. It merely requires the carrier to ascertain the number of boxes, packages or quantity of freight delivered to it before issuing its bill of lading, and deprives the carrier of the right to issue a bill of lading describing a certain number of packages, boxes or quantity of freight, and then thereafter deny that it actually received them.

Carrier.

"Section 21 of the bill further requires the carrier, upon written request of the shipper, to ascertain the quantity of bulk freight received by the carrier at the time the transportation services commence. This provision is of special interest to shippers of grain, coal, lumber and similar commodities. It very frequently happens that when these commodities reach their destination there is a claim of loss in transit.

It then becomes very important to ascertain just the amount of this particular commodity that was delivered to the carrier at the point of origin. By the terms of this act the carrier may be required to determine the amount of the commodity thus received by it, and thus the extent of its responsibility is easily ascertained.

"There is a further provision in the bill that is of the very greatest interest to the banks of the country. It has been conservatively estimated that more than five billion dollars in cash is advanced annually by the banks of the country, relying upon bills of lading attached to sight drafts. Instances arise in which the agents of the carriers fraudulently, and in collusion with dishonest shippers, issue bills of lading, when, as a matter of fact, the goods represented thereby are never received by the carrier. These bills of lading are negotiated, transferred, or sight drafts are attached thereto and money obtained on the strength thereof. It then becomes a very important question whether the loss thus occasioned shall be sustained by the banks that have advanced money on the strength thereof, consignees who pay these sight drafts relying upon the statements contained in the bills of lading, or must the loss be borne by the carrier whose agent wrongfully issued the bills of lading?

"This bill now pending in Congress makes the railroad company liable on bills of lading that have been issued by an agent of the railroad company, who possesses 'actual or apparent authority' to issue bills of lading, when those bills of lading have passed into the hands of third parties, and who have in good faith, relying upon the description therein contained, advanced money or otherwise become holders of the bill of lading in the usual course of business and for value.

Railroad Responsible for Honesty of Agents.

"The effect of this provision, it will be seen, is to make the railroad company responsible for the honesty of their own agents. Every other business concern and every other corporation is required to guarantee the honesty of its own employees or agents, whose act is within the 'actual or apparent authority,' and this bill fastens the same responsibility upon the carriers.

"These bills of lading have become so important a factor in the commercial world, and when attached to sight drafts are so universally used as a basis of credit, that any legislation, the effect of which is to add to their stability or increase their commercial value, should receive the most earnest support of members of Congress."

It is not expected that there will be much delay in having the House pass the measure, inasmuch as

practically every commercial and shipping organization throughout the country has approved it, while the railroads and banking interests also have urged its adoption. Legalization of shipping documents as negotiable or assignable paper is held in many lines of trade to be an important step forward in facilitating business operations of shipping houses and merchants generally.

It is also understood that some form of amendment for the Cummins act, passed at the last session of Congress, affecting limitation of carriers' liability, may soon be presented in Congress, as another step towards clearing up some of the difficulties which have recently arisen in connection with shipping operations. Just what form this amendment will take cannot at this time be stated, although it will be designed to overcome the trouble created by the numerous interpretations of the Cummins act which followed its enactment last year.

Other Changes in Shipping Contracts.

Aside from the probability of the adoption of the Pomerene bill and some form of an amendment to the Cummins act, commercial interests are also waiting with great interest the outcome of recent conferences between railroad and commercial traffic representatives in Washington, looking towards an agreement on proposed changes in the phraseology and definitions of the other shipping contract terms, as they have been stated for some years past, on the back of the bill of lading forms.

While the actual results of those conferences could not be learned yesterday, it is understood that considerable progress had been made towards an agreement on some important phases of the bill of lading terms. Among other things it appears that a disagreement existed as to just what basis should be used for the settlement of claims. Some of the traffic men suggested that this should be phrased so as to allow shippers to claim for actual value of shipments lost or damaged, while the railroad men insisted that it should be limited to value at time and place of shipment. It is believed that the shippers' point of view on this matter will be accepted by the carriers.

Other disagreements arose over the question of when a carrier may assess a shipper for warehouse charges. In this connection the suggestion was made that some period such as forty-eight hours after notification of the arrival of the goods at destination the carrier might be permitted to begin assessing warehouse charges. This was warmly disputed by some of the conferees who objected to the notification part of the proposal.

Some Differences of Opinion.

Still other differences of opinion existed between the traffic men and the railroad officials as to the

meaning of the bill of lading provision exempting the carrier from liability for any "act of Providence," etc. The question of negligence was brought up by the shippers' representatives on this point and it was maintained that the burden of proof showing whether or not there was any negligence on the part of the carrier under this special exemption clause should be shouldered by the railroad companies. This proposal met with vigorous opposition from the representatives of the rail lines, although it is still hoped that some satisfactory basis on which to compromise may be arrived at.

Smooth Paving and Horses.

To the Editor:—

The greatest cruelty from which the horses of Boston are suffering today is due to the pavements the city has laid. It is difficult to write with moderation with the scenes of yesterday fresh in mind. There were sections, like that on Milk st., from the Post Office to Oliver st., where it was positively torture for the horses to travel. Even horses well shod and drawing empty wagons were slipping, losing their footing, and straining every nerve to keep from falling. The society's agents, trying to cover the city as best they could, reached the locality above referred to a little before 4 o'clock. In an hour they had helped to their feet a score of fallen horses.

By continuing to lay the wooden block and asphalt pavements through the streets where the heavy teaming is done the city of Boston is inflicting upon the horses that must travel these streets a cruelty that is unworthy a humane community. In no better way can it waste and ruin our horses and destroy the livelihood of those dependent upon the teaming business for a living.

Who is responsible? Largely the owners of the buildings abutting on these streets who, after urging the city, with all the influence at their command, that such so-called noiseless and dustless pavements be laid, wonder why horses are constantly falling, and lay the blame upon improper shoeing. Grant that many team owners neglect to have their horses properly shod, that some overload, there are days when it is not a question of sharp calks or of the load on the wagon, but simply of pavements upon which traffic with safety is utterly impossible.

If the hundreds who protest to us about the conditions, and complain because we do not change them, would be present with us at hearings before the Street Commissioners when new pavements are considered, and join their plea with ours for safe roads for horses, this evil could be, in part at least, prevented for the future.

Francis H. Rowley,

President Massachusetts Society for the Prevention of Cruelty to Animals.

Boston, March 7.—*The Boston Record.*

Parol Testimony Cannot Vary Bill of Lading.

The Supreme Judicial Court of Massachusetts holds that a bill of lading issued by a steamship company for goods delivered to it for transportation by an expressman acting for the shipper, which bill, there being no fraud or previous agreement, did not give the address of the consignee as marked on the shipment, neither expressman nor shipper objecting, could not be varied by parol testimony in the shipper's suit for misdelivery.—*Porter vs. Oceanic S. S. Co. of Savannah*, 111 Northeastern Rep. 864.

Investigation of Common Carriers.

The New York Merchants' Association favors an investigation of the railroads and other common carriers by a joint Committee of Congress. Pending the completion of such an investigation, the Association opposes the passage of legislation affecting the control of common carriers. This action was taken upon the recommendation of the Association's Committee on Commercial Law. The committee presented to the Board of Directors at a recent meeting a report which was adopted as follows:

"Senate Joint Resolution 60 (Senator Newlands) which has passed the Senate, has been favorably reported by the House Committee on Interstate and Foreign Commerce and is now pending in the House of Representatives, provides for a Joint Committee of five Senators and five Representatives to investigate:

"The subject of the Government control and regulation of interstate and foreign transportation;

"The efficiency of the existing system in protecting the rights of shippers and carriers and in promoting the public interest;

"The incorporation or control of the incorporation of carriers;

"And to report as to the wisdom, feasibility and efficiency of Government ownership and operation of all public utilities engaged in interstate and foreign commerce as compared with Government regulation and control.

"The results of such a comprehensive investigation should indicate what additional legislation is necessary or desirable to provide for the fully effective regulation of carriers, in such manner as to assure to the public efficient service and reasonable charges; and to safeguard the issuance of securities and to maintain for the carriers a fair return for their services.

"This resolution, as well as other bills now pending before Congress dealing with various phases of the general subject of regulation of carriers (the most important of which is the Rayburn bill, H. R. 563, for regulating the issuance of securities by carrier corporations), was considered by your Committee at a special meeting, at which representatives of the carriers, the Investment Bankers' Association, and of the

telephone companies were present by invitation. Your Committee concludes that the interests of both the public and the carriers demand that any additional measures of regulation should be preceded by such a comprehensive inquiry as is proposed by Joint Resolution No. 60; and that justice and equity will not be promoted by the passage, in advance of such inquiry, of laws dealing with but a single phase of this highly complex subject.

"We therefore recommend that the Association advocate the adoption by Congress of Senate Joint Resolution No. 60; and oppose the Rayburn bill (H. R. 563) and other similar pending bills the subject matter of which is within the purview of that resolution."

Cartage Conditions Chaotic in Montreal.

Cartage conditions in Montreal were in a chaotic condition, in so far as railway freight is concerned, from the 1st of May until the 15th, owing to a strike of the teamsters employed by the two largest cartage companies there, namely, the Dominion Transport Co. and the Sheddell Forwarding Co., which companies operate the cartage services of the Canadian Pacific Railway and the Grand Trunk Railway, respectively. In all, about 600 men were affected. The demands of the men were for a wage of \$15 per week. The companies are at present paying \$13 per week, and offered an advance of 10 cents per day, which was rejected, and finally, after a two weeks' strike, accepted by the men. The strike was confined to the two companies only, none of the other cartage firms being affected, but they will all be obliged to make the advance of 10 cents per day.

Teamsters and helpers, owing to the heavy enlistments for service overseas and the great demand for labor in munitions factories, are in good demand, and can find ready employment, and advantage of these conditions were taken to strike for higher wages, and not because business conditions in the cartage line warranted it.

Licenses for Transfer Companies Reduced.

A petition was presented the Hillyard, Wash., City Council Tuesday evening, signed by all the transfer companies and firms of the city, asking that the city license be reduced from \$10 per year for the first team and \$7 per year for the second and each additional team to \$7 and \$3 respectively. The transfer men stated that the request was made because of the decrease in business. It was cited that such license in Spokane is but \$2 per year. The council voted that an amendment to the city license ordinance be prepared by City Attorney Upton and brought before the council for action at the next meeting.

What If It Were Yours?

Like other business men who are engaged year in and year out, not in making things to sell or in selling things that have already been made, but in handling other people's property, the transfer and moving man has a very special kind of a job. He sells his services and does not sell a commodity, as the grocer or the automobile agent do. In a general way the same principles govern his selling of his services as govern the selling done by men in other businesses; but after that the case is different. If the man who buys an automobile finds he has been mistaken; if the woman who buys a bolt of dress goods finds that she does not like it after she gets it; if the housekeeper finds a carpet or a rug defective, each of them can take what he or she has bought to the store and insist that the man who sold it take it back.

That is bad enough from the angle of the merchant, certainly, but at the same time he has still got at least part of his money back in the shape of what he sold. He can sell the same thing again or turn it back on the jobber or the factory. But when the man who sells service fails to give satisfactory service and the customer rises up and takes the position that he or she will not pay for it, or when there is a claim for damages presented, the transfer and moving man gets nothing back. He is out everything he has put into the job. His stock in trade has simply been lost to him. The other business concerns which sell their service are in the same position. The dry cleaner sells service and nothing else, for instance. If his service does not please he has a kick on his hands and must stand a loss. Not only that, but he cannot plead that he was selling only his second or third grade service as the man who sells a commodity can contend, and say that the customer got full value for his money. And what is still worse, he has lost a customer as well.

The Expectation of Service.

That is why it is more important that the business man who sells service shall give good service than it is that the man who sells commodities and tangible things shall sell good goods. This is leaving the frauds out of consideration. It is to be presumed that the intrinsic worth of goods will determine their selling price. But when it comes to selling service there is no such understanding on the part of the public. When a woman gives an order to have her household furniture moved she does not sit down and consider whether she is going to get the first, second or third class service or whether she is going to get the cheapest service. She expects the same kind of service, so far as the safety and care taken of her property are concerned, no matter what moving concern she patronizes.

It does not mean that the truck on which the mover loads the household plenishings must be nickel-plated or that the scene shifters must wear kid gloves and part their hair in the middle. But it does mean that, whether the moving man is driving a bag of bones and a ramshackly wagon, or whether he is driving the latest in motor trucks, that he must take care of the things that belong to his patrons and, first of all, must do what they want him to do. That is the very first part of his contract with them. That is the spirit of the bargain. When one person undertakes to do something for another he is, for the time being, taking the place of the other with reference to that other person's interests. That is what service means. The dictionary says service is:

"Labor performed in the interest and under the direction of another."

The Beginning of Trade Was Service.

Away back at the beginning of things each member of the human race did everything for himself. He made his own spears, hunted his own food, fought for his own life, kept out the cold by his own hair, just as wild animals do to this day. After a while men began to find out that they could take the skins off the animals they killed for food and wrap themselves up in them. Presently they began to see that this man could make better spears than his fellows. This other man could make better coats from furs. Finally the skin tailor went to the best spear maker and said:

"I will make you a suit if you will make me a spear."

Then and there the principle on which civilization very largely depends was applied—division of labor. Men who did one thing very well began to do that all the time and exchange the results of their work for the work of others. After a while, this man or that man began to see that he could get another to do work for him in exchange for some article on which he had put his own labor. Then the principle of exchanging service for things was first applied. Later on, it got to be burdensome for traffic to be carried on in the things actually exchanged and somebody invented money, the universal medium of exchange. Instead of having to carry skin clothes around and change them for spears and knives and food which he did not want, the man who made clothes took wampum or other form of money, easy to carry and which he could use whenever he wanted to, to exchange for something he did want. Everything a man does for a living goes back to this basis.

The principle that service is valuable as well as an actual commodity was discovered late in the action

and is a higher form of exchange than that which has to do merely with things. It is higher also because service imposes a higher duty on the man who serves than on the man who merely sells. "Let the buyer beware" is a maxim of trade; in lines where service is the commodity sold the buyer trusts himself and his to the man who serves.

This may be getting a good ways afield from the proposition of how to make a moving van and a transfer business pay. But it is a good thing for any man in any business now and then to get the true angle on his own position in this complex world. And there is no getting around the fact that the transfer man or the moving van man who starts out in the morning with this conception of the part of the world's work he is doing is going to perform it with a great deal more consideration than he otherwise would.

It is almost impossible for anybody who is doing the same kind of work day after day and year in and year out to keep from getting an in-the-rut angle on his job. The moving man goes from this house and this family's furniture, to that warehouse or freight depot and that man's property. It is the most natural thing in the world that he would get to look on a house and to estimate on its contents as so many "loads." To him and to his hired men a bureau is a bureau, one of the numerous items that go into a van load. It has to be given some care or there will be trouble, but it is just a bureau.

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To the owner, however, that bureau occupies a place of much more importance. It means much more to him, if he is at least an average sort of a man, than any other bureau. It is his, and that raises it tremendously in his estimation. The transfer-mover man who doubts this might ask himself some questions about his own property, his van, or his horses, or his office equipment.

In other words, this is one of the reasons why the mover's service and the transfer man's service is going to get more careful attention from the man who buys it than ordinary service he gets from other people. The moving man is handling something that is particularly important to the patron; the transfer man is not as closely bound, perhaps, but his duty to the company or the man who employs him is still greater than the duty of the man who sells him commodities.

Of course the master mover merely employs the men who do the work for him. He probably does not touch a stick of furniture in a year, although he may get out on a wagon as do the men he pays. It is a long ways from convincing the master mover that he has such and such a duty to his trade to getting the men he employs inspired with the same idea. Still, if the master mover is warmed up to the idea sufficiently, he will be able to get it over to the men who work for

him and, besides, the spirit in which he goes about his business will be communicated at least in some degree to the men he employs.

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There may, however, be practical ways worked out to impress on the minds of the men who do the actual manual labor that they are not serving their employer right unless they consider that when they are handling other people's property they ought to consider that for the time being it is theirs. One of the plans that has been used for some time in a business with which the writer is familiar is to keep before the men a slogan:

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Service which is performed with the idea that those who are performing it are handling their own property is bound to be better done than where no thought is given to this obligation. If the moving man can keep the idea in front of him, and if he can succeed in imbuing his employes with the same kind of spirit, pretty soon he is going to have a reputation which will enable him to charge accordingly. His work will go faster because the men who can look out for the interests of those with whom their employer contracts, will also look out for his. And on the strength of his reputation he should shortly be able to increase his charges for service, and thus be able to pay his men on a higher scale than competitors. He could thus have the choice of the field and keep himself at the front.

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Amendment to Cummins Baggage Act Prepared

The Cummins amendment to the Act to Regulate Commerce, which prohibits carriers from limiting their liability, became effective on June 3, 1915. Under the orders issued at that time interpreting the law, and in view of the provisions of section 10 of the Interstate Commission Act with respect to mis-description of property, it was held (in the case of shipments as baggage, or shipments by express upon which the rates are based upon value) that it would be a misdemeanor to declare any other value than the true value of the baggage or freight tendered for transportation.

The great inconvenience to the traveling public of checking baggage under this rule, and the inconvenience to shippers of forwarding shipments by express at a declared or released value, and of paying transportation charges accordingly, brought about an effort to secure the passage by Congress of an amendment to the Cummins' amendment that would meet public requirements and remove certain discriminations between shippers resulting from the varying opinions with respect to the present law. The first step toward reconciling the various opinions as to the purpose and intent of the law removing the vexations caused by it, and making more clear the intent of Congress has been taken by the Senate Committee on Interstate Commerce in reporting an amendment to the Cummins' amendment.

The Change Proposed.

The change recommended corrects that part of the Cummins law contained in the paragraph beginning "Provided, however," so that it will read as follows:

"Provided, however, That the provisions hereof respecting liability for full actual loss, damage, or injury, notwithstanding any limitation of liability or recovery or representation or agreement or release as to value, and declaring any such limitation to be unlawful and void, shall not apply, first, to baggage carried on passenger trains or trains carrying passengers, second, to property, except ordinary live stock, received for transportation concerning which the carrier shall have been or shall hereafter be expressly authorized or required by order of the Interstate Commerce Commission to establish and maintain rates dependent upon the value declared in writing by the shipper or agreed upon in writing as the released value of the property, in which case such declaration or agreement shall have no other effect than to limit liability and recovery to an amount not exceeding the value so declared or released, and shall not be held to be a violation of Section 10 of the Interstate Commerce act; and any tariff schedule which may be filed with the commission pursuant to

such order shall contain specific reference thereto and may establish rates varying with the value so declared or agreed upon; and the commission is hereby empowered to make such order in cases where rates dependent upon and varying with declared or agreed values would, in its opinion, be just and reasonable under the circumstances and conditions surrounding the transportation."

The Committee's Report.

With regard to the Cummins amendment and its proposed amendatory bill, the Committee in its report says:

"The proposed legislation is an amendment of the Act of March 4th, 1915 (effective June 3), commonly called the Cummins amendment. That amendment was designed to impose upon carriers liability for full actual loss, damage or injury to property transported notwithstanding any limitation of liability or recovery or representation or agreement as to value. The Cummins amendment, as reported by this committee, contained a proviso making certain exceptions in its application. The proviso reported by the committee was stricken out on the floor by the Senate and another substituted in its stead and in that form became a law.

"The construction put upon the proviso by the Interstate Commerce Commission has resulted in some vexatious requirements insisted upon by the carriers and in some injustice. For instance, it has been held by the Commission that under the proviso the carrier may compel the shipper to state the value of the goods tendered for shipment and that if the true value is not stated the shipper is liable to criminal prosecution under Section 10 of the Act to regulate commerce. The Committee does not agree with the Commission in the interpretation so placed upon the proviso, but there is no way in which to remedy the matter except to make the intent of Congress so clear that it is impossible to misunderstand it. Further, the Commission has held that baggage carried on passenger trains upon the ticket of a passenger is within the terms of the law. Whether this construction is correct or incorrect, it is palpable that baggage so transported on a passenger fare ought not to be subject to the rule which controls ordinary freight, and in the bill now reported it is excepted in express terms.

Does Not Affect Rates.

"The bill herewith reported has nothing whatever to do with rates on transportation; that is to say, it does not prescribe the compensation which carriers may charge for service. It re-enacts the Cummins

amendment with the modifications above suggested. Its purpose is to restore the law of full liability as it existed prior to the Carmack amendment of 1906, so that when property is lost or damaged in the course of transportation under such circumstances as to make the carrier liable recovery is had for full value or on the basis of full value. From this general rule there is excepted first, baggage carried on passenger trains. This is done for obvious reasons. Second, other property except ordinary live stock, with respect to which the Interstate Commerce Commission has fixed or authorized affirmatively a rate dependent upon value, either an agreed or a released value. When the Commission has fixed or authorized such a rate the value agreed upon or released and necessarily stated by the shipper is not to be held as a representation of value under Section 10 of the Interstate Commerce Act.

"The Committee thinks it proper to say that in the preparation of the amendment to S. 3069 it has had the benefit of the advice of a member of the Interstate Commerce Commission and that the recommendation of the Commission has been adopted."

The Traffic Bureau of the New York Merchants' Association is keeping itself informed of the proceedings in Washington with a view of perfecting the legislation and thus avoiding a repetition of past experience. Our members are urged to give careful consideration to the proposed amendment and to advise the Traffic Bureau if they have any criticism or suggestion to offer.

The Face of a Bill of Lading Contains the Contract.

New York, May 9, 1916.—I am interested in your decision in reply to an inquiry from Lincoln, Neb., under the heading "A Shipper is Not Always Bound by a Notice on the Back of a Bill of Lading."

I think you will find that the Croninger decision in 226 U. S. and also the case decided by the United States Supreme Court, Harriman vs. M. K. & T., distinctly decide that a shipper is bound by the terms of the bill of lading, but since these decisions were handed down the Cummins amendment to the Act to Regulate Commerce has been passed, and the Cummins amendment specifically provides that a carrier shall not limit its liability in the manner indicated in your correspondent's question. The Cummins law says that a carrier shall be liable for the full loss or damage, and that practically restores the common law liability where damage is caused by the carrier or results from its negligence.

The specific wording of the bill of lading requiring that the loss or damage shall be computed as to the time and place of shipment has been held by the Interstate Commerce Commission to be invalid, and the carriers have amended their tariffs accordingly. Their present bills of lading carry no such provision, and it is evident that the shipper of your correspondent accepted one of the old forms of bill of lading which legally could not

be used because the carrier's tariffs have provided otherwise. The bill of lading that governed the shipment was that on file with the Interstate Commerce Commission, and I am satisfied that, irrespective of any other reason, the Cummins amendment would make the carrier liable for the actual loss in this case. W. C.

Reply.—Our correspondent's conclusion in this matter is the same as that which we announced, and is founded upon practically the same reasoning. The bill of lading, as our correspondent says, "was one of the old forms of bill of lading which legally could not be used." An attempt was made, in this case, to hold a shipper bound by certain stipulations which did not appear upon the face of the bill of lading, but were printed upon the back of it. His attention was not called to these stipulations; he did not sign them or agree to them, and, even independently of the provisions of the Interstate Commerce Act, he is not bound by them.

Bedding and Rest for Horses.

There were twenty-five horses in a stable not far from Boston that was visited one Sunday morning by an agent of the Work-Horse Parade Association. The horses were a fair, average lot of the kind used in delivery wagons and in general business. Most of them were in reasonable good working order, and the stable had the appearance of being well kept.

Of the twenty-five horses in the stable twenty-four were standing up, and just one was lying down. In twenty-four stalls there was no bedding; in one there was a good supply. One doesn't have to be a wizard to guess that the horse that was getting a needed rest was in the same stall with the bedding. All the other horses were being deprived of what might be the best part of their Sunday, namely, the opportunity of taking their weight off legs and feet that usually have all, and more, than they can do to stand the strain of the weekday wear and tear.

In another stable there is a horse that works in a single grocery wagon. He is between the shafts three days, but every fourth day remains in the stable. Each morning brings him exactly the same breakfast, and there is absolutely nothing in the care given that tells him whether he is to go out or stay in. But he knows how to keep his own calendar, and every fourth morning, just as soon as he finishes eating, he lies down in comfort on the plentiful supply of bedding which is kept under every horse in that stable at all times; and he frequently stays down the better part of the day.

In still another stable there are pairs of horses that are used half a day and left in the other half. Encouraged by plenty of bedding, they have formed habits of resting their legs and feet at every possible opportunity.

There is an old saying that a good city horse could use up four sets of legs and feet. This means that a large part of his bodily strength and endurance is wasted because lameness and suffering wear out the unfortunate animal long before his time.

The extra expense of giving a day-time bed to a horse is slight. The good that comes out of this is reflected in the condition of the whole body; and all who own horses should see that this chance for needed rest is given their horses whenever they are in the stable.

Demands \$31,000.

In a supplemental complaint filed in Superior Court at Seattle, the Eyres Storage & Distributing Co. charges that Mayor Gill and Chief Beckingham acted without authority of law when they seized liquors valued at \$31,000 in the storage company's warehouse on May 11 last. The storage company alleges that the sheriff is the only official authorized to enforce the dry law; that the city ordinance is void because it conflicts with the dry law and that the city council cannot obligate the city to pay damages because of overt acts on the part of the mayor and chief of police. The petition names Mayor Gill, Chief Beckingham and Prosecuting Attorney Lundin as defendants, and asks the court for an order permanently restraining the authorities from interfering with the plaintiff's warehouse business.

Council to Alter Auction Limits.

The so-called "auction limits," in force in Spokane, Wash., inside which no auctions may be held, are to be transferred from south of the Northern Pacific tracks to north of them, at the request of several of the largest transfer and warehouse companies in the city. The corporation counsel was ordered to draft an amendment to the original ordinance to this effect by the city council.

The new limits will be along the center line of the alley between the railroad and First Avenue from Madison to Washington Streets, thence east along the tracks to a point 100 feet east of Division Street, north to the Spokane River, then west to the intersection of Madison Street with the river, and then south on Madison Street to the alley.

The former limits extended to Second Avenue on the south and Monroe Street on the west, and prevented some of the warehouses from conducting auctions on their premises. The transfer men asked the council to curtail the southwestern limits to Monroe Street and the north side of the Northern Pacific tracks.

Team Owners to Quit Work Unless More Pay is Granted.

Owners of teams of Washington, D. C., employed by the city have voted to withdraw all teams immediately. It was stated that practically every owner took part in the action, and it was decided not to return unless \$6 a day is paid. The team owners met with the Team and Truck Owners' Protective Association, none of the members of which, it was stated, has teams working for the city. Only those having city teams voted on the question of withdrawal.

The action was taken because the city refused to increase the pay of teams, wagons and drivers. Last year the city paid \$4 and \$4.25 a day, depending on the character of the work. A demand for an increase was made, and the rate was advanced to \$4.25 and \$4.50 a day. This was accepted at first, but the owners claimed that it was not adequate and two weeks ago a movement was started to co-operate for a higher rate. The owners suggested a compromise at \$5 a day.

Mayor Walter R. Stone and Commissioner of Public Works Richard B. Williams, Jr., told the men that they were disposed to increase the pay, but found it practically impossible because the appropriation is fixed by the tax budget and funds are not available. It was also shown that the street cleaning fund has been overtaxed by the heavy snows of the past winter, and that for a considerable time when streets were bad there was an extra drain on the ashes and garbage fund by reason of the fact that it was necessary to employ two teams to do the work of one.

The condition of the funds, it was said, is such that there can be no transfers in the same bureau, while a deficiency or a transfer of money from one bureau or department to another is prohibited by law. Commissioner Williams stated that the situation would have to be met as best it could. He said he had no plans. He regretted the action taken by the owners, especially as next week is "clean-up" week, and the department had planned to give assistance.

About sixty teams are affected by the decision. It is believed that a number of them will remain, but it was said last evening that not more than two or three owners would continue to work for the city. Some of the owners drive their own teams. Members of the Team and Truck Owners' Association have 942 horses, none of which, it was stated, work for the city. This number does not include teams on coal, brewery and delivery wagons and those owned by persons and companies for their own use. The prevailing price among members of the association is \$6 a day. The owners claim that the price of feed and hay has advanced 40 per cent. during the past two years and that it is impossible to support a team and pay a driver on \$5 a day.

What President Wilson Thinks of Associations

President Wilson puts his O. K. on the Federal Trade Commission's encouragement of trade associations, manufacturers' associations and other similar organizations in a letter to Vice-Chairman Edward N. Hurley of the commission.

If the United States is to be an important factor in the markets of the world she must be more thorough and efficient in production, the President says, and he refers specifically to better accounting methods. He appeals to the commission to "continue to co-operate with the business men of the country" to keep down the mortality rate among American industries. The letter follows:

"My Dear Mr. Hurley—Your Boston speech is before me, in which you outline some of the work which the Federal Trade Commission is doing for the business men of the country. I wish to commend your efforts generally and in particular your endeavor to assist the small manufacturer and merchant to better his condition by helping him to improve his cost accounting and bookkeeping methods.

"This is a step in the right direction and one of the main fundamentals of any successful business. It is most important to the future success of a business man that he should know what his goods actually cost to manufacture and to sell.

"If he has these facts, they will enable him to present a modern balance sheet to his bank and as a result he will be better able to obtain credit with which to expand and develop his business.

"Your suggestion that trade associations, associations of retail and wholesale merchants, commercial clubs, boards of trade, manufacturers' associations, credit associations and other similar organizations should be encouraged in every feasible way by the Government seems to me a very wise one.

"To furnish them with data and comprehensive information in order that they may more easily accomplish the result that they are organized for is a proper and useful Government function.

"These associations, when organized for the purpose of improving conditions in their particular industry, such as unifying cost accounting and bookkeeping methods, standardizing products and processes of manufacture, should meet with the approval of every man interested in the business progress of the country.

"Too much emphasis cannot be placed on your suggestion that materials, methods and products in industry should be standardized upon the basis of specifications drawn up in friendly co-operation with engineering societies, industrial experts and trade associations.

"Further standardization in our industries will not only reduce the cost of production, but assure the producer better materials and more efficient workmanship, and to the consuming public the manifest benefit resulting in not having to pay for a wide increasing variety of products and materials.

"Judicious standardization also means a greater return on a given investment.

"Capital now tied up because of inefficient methods will be released and can be used effectively elsewhere.

"If we are to be an important factor in the world's markets we must be more thorough and efficient in production. The encouragement of trade associations and standardization and the installing of better cost accounting methods in our business concerns will go a long way toward accomplishing this end.

"It is my hope that, in addition to the other work which the Federal Trade Commission is doing it will ascertain the facts regarding conditions in our various industries. If it finds that an industry is not healthy it should, after carefully considering the facts in co-operation with the parties interested, suggest a practical and helpful remedy. In this way many of our difficult business problems might be solved.

"I am very anxious to see you continue to co-operate with the business men of the country along the lines upon which you are working.

"Cordially and sincerely yours,

"WOODROW WILSON."

For Lighter Loads.

A vigorous campaign against overloading teams has been instituted at Springfield, Mass., by the Blue Cross Society. The society's action was brought about as a result of numerous complaints which have been received by members. These complaints have been investigated, and as a result some action will be taken to bring the practice to a stop. The most frequent complaints have come from persons living along grades, especially State Street, Worthington Street and other thoroughfares where vehicles are frequently stalled. At a recent meeting of the directors of the society it was decided to take the matter up with city authorities. One of the directors said that among the offenders is the city, which requires 6,000-pound loads for its dump carts. This is 1,000 pounds in excess of the loads formerly hauled by the city teams.

The society has found that the fault of overloading in some instances was with the driver solely, in many others the blame lay with the bosses and team owners, whose orders the drivers have to obey or quit. The

society points out that even the city is a hard task-master in this respect. F. H. Clark, superintendent of streets, has issued orders requiring every load drawn from the city yard on Summer Street by the dump carts to weigh 6,000 pounds. Now, because of the distance between the horse and the load, a much greater drawing power is required in the case of dump cart than with an ordinary wagon. Further, these loads have to be pulled from under the pocket up quite a difficult ascent, then turned for weighing before starting out. The roads over which the loads are drawn are generally sandy and often hilly and about 25 miles a day of travel is required from the horses drawing them.

The society has studied these difficulties. Grain dealers and all classes interested in horses, as well as team owners and drivers, have been consulted, and the general opinion is that the requirement of 6,000 pounds under existing conditions is inhumane. Formerly the required load was 5,000 pounds, but about 2 years ago the amount was increased by Mr. Clark to 6,000. Much complaint has since been circulated among those immediately concerned in the matter, but nothing has been done about it. The Blue Cross Society has decided to bring the matter before the proper authorities with the purpose of getting the required amount of 6,000 lowered to 5,000 pounds as it was formerly. The society feels sure that when the matter is brought to the attention of the city officials they will co-operate in securing the change.

In discussing the matter of overloading, Fred H. Clark, superintendent of the department of streets, stated that in his opinion 6,000 pounds was not an overload. "The horses required to draw these loads are heavy draft horses, capable of drawing much more than what the department specifies," he said. "They have a light grade to negotiate before reaching the top of Armory Street hill, but this is well paved with material that affords an easy footing for the horses. The loads, with this exception, are drawn on level streets. If the society wishes to start an agitation, I trust that it will try and educate Springfield team owners to do away with the tipcart, which adds much to the difficulty of a heavy haul. We are satisfied, however, that we are not overloading our teams, when we stipulate 6,000 pounds as a load."

What a Local Association Can Accomplish.

Below is given a synopsis of what a local team and motor truck owners' association can accomplish, as taken from the booklet being circulated by the National Team & Motor Truck Owners' Association:

I. State Legislation.

- a. Amendment of agricultural law on glanders.
- b. Available funds for compensation to owners of horses destroyed.

II. City Ordinances.

- a. Test and repeal of ordinances inimical to horse and vehicle owners.
- b. Substitute summons instead of arrest of drivers in minor offenses.
- c. Traffic regulations.

III. Insurance.

- a. Reduced premium (Fire, Liability, Automobile).
- b. Mutual insurance (Liability and workmen's compensation).
- c. Horse insurance.
- d. Theft insurance.
- e. Settlement of accident claims against members.

IV. Pavements.

- a. Widening of streets
- b. Improvement of pavements.
- c. Pavements to conform with weight of load, not load to conform with pavements.
- d. Discourage use of asphalt and wood block.

V. Railroads and Ferries.

- a. Improvement of ferry service.
- b. Railroad ferry tariffs.
- c. Relief of congestion and improved facilities at freight terminals.
- d. Uniform receipt, limiting liability as common carriers.
- e. Improvement of conditions at foreign steamship terminals.

VI. Prosecution of Criminals.

- a. Stamp out larceny and other crimes affecting horse and vehicle owners.
- b. Adopt means for protection of property and humane treatment of horses.

VII. Business Methods and Economies.

- a. Bureau for co-operative purchase of supplies.
- b. Co-operative truck and harness repairs.
- c. Co-operative stabling at cost.

VIII. Employment Bureau.

Records and data for protection of employer and employee.

IX. Sub-division of Members.

Sections for members engaged in special lines of business and where their interests are in common.

X. Municipal Departments.

- a. Investigation of methods.
- b. Adjustment of disputes.
- c. Vehicle licenses.
- d. Drivers' licenses.

XI. News Bulletin.

Publication of journal for dissemination of news.

XII. Information Bureau.

Records and statistics for information of members and for comparison.

Against Union Labor.

Editor, TRANSFER and STORAGE:—The attention of Draymen's Association of Minneapolis was called to an article in your paper a month ago, in which you advocated union principles among the transfer men.

In view of the difficulty and troubles which have taken place wherever the drivers have been unionized such as at Boston, San Francisco, Chicago, Minneapolis, and other places, the Draymen's Association of Minneapolis protests against your advocating the unionizing of teamsters, chauffeurs and helpers.

Minneapolis has so far been able to maintain an open shop, and proposes to do so, if possible, and has no desire whatever to permit the formation of a teamsters' union to control the business of transferring; and, from all information that we can obtain from the employers of teamsters in cities where drivers are unionized, we are told that it would be the worst thing for Minneapolis transfer men to permit a teamsters' union to succeed, and accordingly we protest against your advocating such principles as a benefit to the transfer men.

W. M. BABCOCK, *Secretary.*

We stated, in reply to an inquiry in a recent issue, that we are in favor of union labor in the transfer and storage business, having changed our opinion after gaining a broader knowledge of the business. TRANSFER and STORAGE had always been against union labor until that statement was made. We stated that we favored a teamsers', chauffeurs' and helpers' union, "offset by a strong employers' organization."

Union labor seems to be the only thing that will bring the men in the transfer and storage business together and keep them together, and it is organization and co-operation of the men in the business that is most needed. Consequently we, and everyone else who has the true interests of the transfer and storage business at heart, will be in favor of union labor. Union labor tends towards uniform costs by making wages equal, and uniform costs make for uniform prices everywhere. Thus, organized labor, aside from bringing employers together, works immediately to eliminate the price cutter.

Co-operation should be the basis with the laboring men. Arbitration should always settle the difficulties. Committees from the two organizations can co-operate and handle all situations that arise by compromise and otherwise.

Minneapolis is fortunate in having always been able to maintain the "open shop." We believe in the "open shop." We believe that an employer has a right to

hire the man that he wants, whether that man is a union member or not, and we believe that that man does not have to belong to the union unless he wants to, although it would be as much to his advantage to belong to his trade organization as it is for his employer to belong to his team owners', draymen's or transfer and storagemen's association. We believe that the union is wrong in denying to an employer the right to discharge an employee who is not a good workman, simply because that employee is a union member. Because he is a member of the union does not always mean that he is a good workman, although it should. The union should be able to supply only good men, and no man who is not a good workman should be permitted to become a member of the union. Thus a union card would become a reference and a recommendation. True, conditions in labor unions are not what they should be, due to crookedness on the part of some of the men higher up sometimes; but if employers and employees will work together—they are working for a common end, anyway: to provide a living for themselves and their families—the original ideal of the labor organizers can some day be brought about.

There would be no use in encouraging a labor union in Minneapolis or St. Paul as long as the transfer and storagemen of both cities are so well organized. And as long as the men get good wages, the employers of the Twin Cities will probably never have to face a labor organization. A labor organization is sometimes a necessary evil. The ideal labor organization has never been discovered, any more than the ideal employer. But if the ideals of the original labor organizers could be brought about, union labor would be a benefit to the community, and to the employers as well as to its members.

A Carrier is Liable Till the Goods are Removed.

New York, May 5, 1916.—Does a railroad's liability for the safety of the goods cease as soon as the seals of the car are broken? In unloading where there is considerable distance to truck, it is impracticable to hire a watchman to stand and guard the car while the truck is away. Neither the railroad nor the consignees could stand for a watchman for each car. The railroad has made the above contention.

Reply.—A railroad company is liable for the safety of the freight it has carried until the consignee has been

notified of its arrival and has had a reasonable time thereafter in which to remove the whole of it. Meanwhile such of the goods as have not been removed remain in the custody of the carrier and upon its premises. The carrier, accordingly, is liable for reasonable protection of the goods.

A Claim for Damages Draws Interest.

Brooklyn, N. Y., April 28, 1916.—A claim for loss and damage to a shipment due to a leaky car roof was entered immediately on receipt of the merchandise. The acknowledgment is received from the transportation company of the claim and the same is followed up from time to time by the consignee endeavoring to effect a settlement, and 6 months elapse before the claim is paid, the amount involved being several hundred dollars. We would like to know if we are not entitled to interest on this amount from the transportation company in addition to the face of the claim.

B. G.

Reply.—Our correspondents are entitled to interest in this case. The transportation company admits that they are entitled to damages. These damages accrued, not at the time the carrier admitted them, but at the time the injury was done. Interest began to run at that moment. The transportation company was at liberty to take time in which to investigate the matter; but the question was as to the validity of the claim at the time the damage is alleged to have occurred. If it appears, as it does in this case, that damages were then due, it must also be admitted that the amount of such damages should draw interest until payment of them is actually made.

Shipper Not Always Bound by Notice on Back of Bill of Lading.

Lincoln, Neb., April 28, 1916.—Last fall we bought and paid for a carload of peaches f. o. b. shipping point in Arkansas. When the carload of peaches arrived in Kansas City, by some mistake on the part of the railroad company (which is admitted by them) this car was sent to Topeka, Kans., and sold at that point by the railroad company. We placed a claim with the railroad company for the value of the peaches in Lincoln at the market price prevailing here at the time the car was due. To-day the railroad claim agent came and offered us settlement at the invoice price to us by the shipper, plus interest to date, claiming that was all we are entitled to, and attempted to substantiate his position by the "loss and damage" clause on the reverse side of the uniform bill of lading which reads as follows: "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment on this bill of lading, including the freight charges if paid. Except in cases where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, claims must be made in writing to the carrier at the

point of delivery, or at the point of origin, within 4 months after delivery of the property, or in case of failure to make delivery, then within 4 months after reasonable time for delivery has elapsed." Please tell us our rights in the matter, citing authority. G.

Reply.—The courts, including the Supreme Court of the United States, hold that an unsigned general notice printed on the back of a bill of lading, as in this case, does not amount to a special contract which will protect the carrier from liability as an insurer, even though the receipt with such notice upon it may have been taken by the consignor without dissent. The carrier cannot restrict its liability in this way unless the notice is distinctly brought to the shipper's attention and he assents to it. The United States Supreme Court (16 Wall, 318) says, "It is against the policy of the law and a serious injury to commerce to allow the carrier to say that the shipper of merchandise assents to the terms proposed in a notice . . . merely because he does not dissent from them. If the parties were on an equality in their dealings with each other, there might be some show of reason for assuming acquiescence from silence, but in the nature of the case, this equality does not exist, and therefore every intendment should be made in favor of the shipper when he takes a receipt for his property, with restrictive conditions annexed, and says nothing, that he intends to rely upon the law for the security of his rights."



A Government return which has just been issued of the total number of Street Accidents in the United Kingdom during 1915, which will be of interest to our readers, as it specially refers to horse traffic. The totals are 3,014 fatal and 80,189 non-fatal accidents for the year, 683 of the former number being caused by horse-drawn vehicles, and 12,186 of the latter. These totals compare with 2,330 fatal and 59,340 non-fatal accidents, in 1914, 633 of the first named resulting from horsedrawn vehicles, and 13,190 of the latter.

This increase on the preceding year is largely attributable to the restriction of lighting in towns, prescribed as a precaution against Zeppelin raids. Recently these restrictive regulations have had a serious consequence for team owners, for accompanying the order to darken lamps and shop windows came an order prescribing the carrying of lights—two in front and one behind—on all vehicles. This would have caused very great expense to vehicle owners; but it

was found that lamps were simply un procurable so great was the demand. The authorities were constrained therefore to delay enforcing the regulations, and this along with the lengthening day which comes in with the summer months has eased the situation.

Rising prices for feeding stuffs, horse-shoeing and repairs to plant are still the order of the day, and cartage contractors are being forced to make a corresponding increase in their charges. We notice that one large association of master carters has made a further increase in rates of 25 per cent, making 50 per cent on pre-war rates.

Some time back we called attention to the interesting rule of law laid down in a leading judgment of the Courts here to the effect that *prima facie* there is a duty on traffic emerging from a side road to look out for and avoid collision with traffic on the main road. Now a subsequent case extends that rule. A van was *turning off* the main road into a side road when it was run into by a motor cycle coming up behind. The cycle owner sued the proprietor of the van for damages, alleging as fault that he should before turning off the main road have looked behind and given warning. The Court held that there was no such duty; but rather the duty was on the plaintiff himself; for he should have approached the side road with sufficient care to avoid collision with traffic which might be turning off the main road to go up the side street.

With the rapid increase in the army and the consequent call which this makes on the industries connected with army supply, the question is now coming to a point whether it is practicable to make use of women in the transport trades to a greater extent than has been already done. The Board of Trade has issued a circular urging employers to make the experiment. In certain lines trial has already been made with much success, such as light motor drivers, and certain grades of railway workers, but the feeling is that, in the heavier types of work, such as carting and portage, the idea cannot be further utilized.

Since the war commenced the question of shipping freights has all along been a disputable one. The public cry out for limitation, but the Government do not act. At the moment of writing freights mark a new record. There is in fact a famine in ships caused by so many vessels having been requisitioned by the Government for transporting, feeding and munitioning the men on service. But a scarcity of ships means a high price for freights, which in turn rushes up the cost of living. A very great proportion of our foodstuffs is sea-borne and many shipowners are reaping a harvest they could not have anticipated even in their wildest dreams. It does not seem quite fair that, while most people are feeling the pinch owing to the existing state of war, one class should be overwhelmed with wealth. It is not an ordinary case of supply and demand or of

good fortune following on a lucky boom in trade. Were it not for the dominance of the nation's navy trading vessels would not be able to sail at all, as in Germany for instance, at the present time. It is incongruous, therefore, that as well as providing protection for the shipowners' property,—the navy having been paid for out of a general taxation,—the people should be compelled to pay highly inflated prices for the goods his ships bring into port simply because ships are scarce. Is it not high time Government control were introduced into shipping with the view of limiting cost of freights? Legislation of this kind has been introduced into other industries throughout the land with the best results. Certainly, until this is done, the cost of living will continue to mount up and, in consequence want and suffering will be inflicted on large masses of the population. This too is a main cause of the high prices of horse feeding stuffs, and these are passed on in the increased carting charges to the merchant, who ultimately unloads them on the consumer.

DONALD MACKAY.

190 West George Street, Glasgow, Scotland, April, 1916.

**STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION,
ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.**

Of TRANSFER and STORAGE, published Monthly at New York, N. Y., for April 1, 1916,
State of New York. *1 ss.*

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared Willis D. Leet, who, having been duly sworn according to law, deposes and says that he is the Business Manager of TRANSFER and STORAGE and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

<i>Name of—</i>	<i>Post office address—</i>
Publisher TRANSFER and STORAGE PUBLISHING CORP.	35-37 West 39th Street, New York.
Editor None.	35-37 West 39th Street, New York.
Managing Editor H. T. Lay,	35-37 West 39th Street, New York.
Business Manager W. D. Leet,	461 Ft. Washington Ave., New York, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

Owner—Transfer and Storage Publishing Corp.	35-37 West 39th Street, New York, N. Y.
Stockholder—Willis D. Leet	35-37 West 39th Street, New York, N. Y.
Stockholder—H. T. Lay,	35-37 West 39th Street, New York, N. Y.
Stockholder—M. A. Leet,	461 Ft. Washington Ave., New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is:

(This information is required from daily publications only.)

WILLIS D. LEET,
Business Manager.

Sworn to and subscribed before me this 1st day of April, 1916.

JUSTIN L. MINER,

Notary Public.

New York County No. 119.

Register N. Y. Co. No. 7114.

(My commission expires, March 31, 1917.)

(Seal.)

News From Everywhere Briefly Told

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223 Chamber of Commerce

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty

H. W. Conner Co., Waterbury, Conn., has purchased a plot of ground containing 11,600 square feet on Meadow street on which to erect a barn and a fireproof warehouse, the second storage building to be put up by this concern within a few months, whose business has increased at a rapid rate within the past year.

National Horse Tag Day was celebrated in many cities on May 22 this year. At Springfield, Mass., more than 1,000 tags were distributed and in New York City automobiles as well as horses were tagged to help swell the fund for free drinking fountains for horses.

Francis Goodman has re-opened the old Tombstone Transfer Co. stables at Tombstone, Ariz., and will handle all kinds of hauling.

City Transfer & Storage Co., Wichita, Kans., has been purchased by D. R. Lauck, who conducts a rental agency in Wichita. Mr. Lauck is negotiating with persons who will erect a warehouse for the business. The city company was established in 1901 and was incorporated in 1915. After June 1 the offices of the company will be at 143 North Market street.

South Pasadena Transfer & Storage Co., South Pasadena, Cal., has taken over the business of the Pasadena Electric Express Co., for South Pasadena, Alhambra, San Gabriel and Bairdstown.

H. O. Firor Transfer Co., Baltimore, Md., suffered from a fire which gutted the interior of its warehouse on May 18, destroying two floors of household goods and a floor of horse feed in storage.

Mollen Transfer Co., Binghamton, N. Y., will build a four-story brick fireproof storage warehouse costing \$40,000 on property recently purchased at 15 Warren street. The site is 205 by 80 feet. Moores & Dunford of Chicago are the architects.

James Brazeil, who conducts a transfer and storage business at Fall River, Mass., has filed a voluntary petition in bankruptcy, giving his assets as \$22,715.87 and his liabilities as \$29,883.21.

Dallas Storage & Warehouse Co., Dallas, Tex., has awarded the contract for the erection of a four-story re-inforced concrete warehouse to be built on Marion street, adjacent to the Santa Fe railroad. The building will be 120 by 55 feet and will cost \$35,000. Completion by September 1 is called for by the contract. The building will be fire-

CANTON, O.

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15 AUTOMOBILE MOVING VANS
Service and Satisfaction Guaranteed
Cleveland, Ohio

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings
Service Complete
Carload Consignments Solicited

DAVENPORT, IOWA

EWERT & RICHTER EXPRESS &
STORAGE CO.

Fireproof Storage Warehouses on Track
Storage, Distributing, Hauling,
Pool Cars, Auto Storage
Handle Merchandise and Household Goods
Best Service, Correspondence Solicited

DENVER, COL.

THE WEICKER
TRANSFER AND STORAGE CO.

Office, 1017 Seventeenth Street
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street
Storage of Merchandise and Household Goods
Distribution of Car Lots a Specialty

DES MOINES, IOWA

Merchants Transfer & Storage
Company

WAREHOUSEMEN AND FORWARDERS
General Offices - - - - - Union Station

EL PASO, TEX.

WESTERN TRANSFER
& STORAGE COMPANY

518 SAN FRANCISCO ST.

Forwarders and Distributors—Trucking of all kinds—
Distribution Cars a specialty. Warehouse
on Track

ERIE, PA.

The Erie Storage & Carting
Company

Packers of Pianos and Household Goods, Storage,
Carting and Parcel Delivery

Warehouse Siding, switching to all lines

FORT WAYNE, IND.

Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING

125 West Columbia Street

proof in construction with sprinklers
as an added safeguard.

Security Storage & Safe Deposit Co.,
Norfolk, Va., organized only a little
over a year ago by Arthur P. Jones of
Jones & Co., of Norfolk, and C. A. As-
pinwall, vice-president of the Security
Storage Co., Washington, D. C., has
completed arrangements to take over
the business of Jones & Co., Inc., and
the waterfront property of that organi-
zation. These holdings are said to be
valued at \$300,000, being some of the
most valuable dock property in the har-
bor. The transfer of this property paves
the way for a \$500,000 development by
the Security company, a feature of
which will be a belt line road connecting
with the tracks of the Norfolk & West-
ern. The warehouse business conducted
by Jones & Co., will be continued and
it is reported that the Security company
will erect a fireproof warehouse on the
Jones property for commercial storage.

Ventura Wharf & Warehouse Co.,
Los Angeles, Cal., is making arrange-
ments to purchase the plant and business
of the Buenaventura Wharf Co., upon
which it has an option and has applied
to the State Railroad Commission for
authority to issue capital stock in the
sum of \$60,000, of which \$40,000 will be
used to purchase the Buenaventura in-
terests and the remainder in repairing
its own wharf and warehouses.

Young Transfer Co., Nampa, Ida.,
has leased the large Tuttle Warehouse
on Eleventh avenue and will add it to
its facilities for handling storage and
distribution.

Golden & Boter Transfer Co., Grand
Rapids, Mich., has filed articles of in-
corporation showing a capitalization of
\$60,000, all of which is paid in in equip-
ment and cash. Golden & Boter have
been in the transfer business in the
Furniture City for some time.

Joseph Mattox has engaged in the
transfer business at Truckee, Cal.

Fire destroyed the stable and storage
house of N. Lesner, 427 Pierce street,
Philadelphia, on May 4.

Jacob Kinstler, who owns and con-
ducts a storage business in West One
Hundred and Twenty-third street, New
York City, was attacked by a thug near
his place of business on May 1. One of
Mr. Kinstler's van drivers got into an
argument with a youth near the ware-
house and Mr. Kinstler advised the
driver to get on his van and pay no at-
tention to the taunts. He was leaving
the vicinity when the tough followed
him, striking him from behind with a
heavy stone. The youth was caught
and locked up. Mr. Kinstler was not
badly injured.

FORT WORTH, TEX.

Binyon Transfer & Storage
Company

265-7 West Fifteenth Street
Receivers and Forwarders of Merchandise
Furniture Stored, Packed and Moved
Handling "Pool" Cars a Specialty

HARTFORD, CONN.

The Bill Brothers Company

TRANSFER & STORAGE

Special Facilities for Moving Machinery, Safes, Furni-
ture, Pianos, etc. STORAGE WAREHOUSES
with separate apartments for Household Goods and
Railroad Siding for Carload Shipments

HELENA, MONT.

Benson, Carpenter & Co.

RECEIVERS & FORWARDERS

Freight Transfer and Storage Warehouse

HANDLING "POOL" CARS A SPECIALTY
Trackage Facilities

HOUSTON, TEX.

WESTHEIMER
WAREHOUSE COMPANY

STORAGE & DISTRIBUTING

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.

W. K. MORSE

LIGHT AND HEAVY TRUCKING
OF ALL KINDS

Office and Stables, rear 83 Mechanic Street
Residence, 147 Whitney Street

MANSFIELD, O.

COTTER
TRANSFER & STORAGE
Company

GENERAL HAULING & STORAGE

MINNEAPOLIS, MINN.

Cameron
Transfer & Storage Company

420 Second Ave. So.

Unsurpassed facilities for Storing, Handling, Trans-
ferring and Forwarding Merchandise and
Household Goods

Fireproof Storage

MONTREAL, CANADA

Meldrum Brothers, Limited

Cartage Contractors

Established 1857

Office, 32 Wellington Street

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

B. B. GARDNER, 18 BLACKHALL STREET

PIANO AND FURNITURE
PACKER, MOVER & SHIPPERSafe Mover—Freight and Baggage Transfer.
STORAGE

NEW YORK CITY

Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSESStorage for Household Effects,
Automobiles, Etc.

1360-62 Webster Ave., near 170th Street

The Meade Transfer Company

General Freight Forwarders

Transfer Agents of the

Pennsylvania R. R. and Long Island R. R.

Main Office, P. R. R. Pier 1 N. R.

Metropolitan Fire Proof
Storage Warehouse Company

3941 West Sixty-Sixth Street

STORAGE, CARTAGE, PACKING



Morgan & Brother
Storage Warehouses
Motor Vans
230-236 West 47th Street
New York City

West End Storage Warehouse

202-210 West Eighty-Ninth Street

Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults

NEW YORK CITY

OIL CITY, PA.

Carnahan Transfer & Storage
COMPANY

STORAGE AND PACKING

Willis Transfer Co., Grand Rapids, Mich., was a fire sufferer in a blaze that damaged its office at 124 Ionia street on May 5.

Union Transfer & Storage Co., Madison, Wis., has increased its capital stock from \$70,000 to \$125,000.

Master teamsters, which being translated from "New English" means team owners, formed an organization under that name at Lawrence, Mass., on May 1.

P. G. Hales has purchased the transfer business of A. S. Brown at Williams, Ariz.

Fire destroyed the supposedly fire-proof warehouse of Frank O'Keefe, Stella avenue and Emerald street, Kensington, Pa., on May 7, with a loss of \$80,000.

Carter-Mullaly Transfer Co., San Antonio, Tex., has gone into the hands of a receiver. It is understood that the total indebtedness of the company approximates \$90,000 of which two-thirds is said to be amply secured. The company was organized 20 years ago by Charles Mullaly who was in active control for 10 years.

C. P. Gregory has opened an express, transfer and storage business at Lynwood, Cal., a suburb of Florence.

American Transfer Co., Omaha, Neb., has bought a three-story brick building at 1110 Douglas street and will move to these new quarters at once.

Pioneer Transfer Co., Oxnard, Cal., has been purchased by W. W. McKee and W. R. Ayres of Tucson, Ariz. Both of the new owners are experienced in the transfer and storage business.

Chambers Transfer Co.'s new warehouse between First and Second streets, Phoenix, Ariz., is now ready for occupancy. The building is modern and complete in every detail with an electric elevator and a traveling crane.

Hueneme Transfer Co., which has been doing business between Hueneme, and Oxnard, Cal., has moved its head offices to Oxnard and will hereafter be known as the Oxnard Transfer Co., its offices being at 317 North Fifth street.

Fred Ramsey has purchased the transfer and storage business of Thomas O'Neil at Gloversville, N. Y. The business will be known as the O'Neil Trucking Co., in future.

City Transfer Co., Tampa, Fla., which is a member of the Illinois Furniture Warehousemen's Association has filed articles of incorporation giving the capital stock as \$5,000.

City Transfer & Storage Co., Sioux Falls, S. D., is building a one-story addition to its warehouse on East Eighth street.

PARKERSBURG, W. VA.

Parkersburg Transfer &
Storage Co.

101-113 ANN STREET

Distributing and Forwarding Agents
Track in Building

PHILADELPHIA

CITIZENS' EXPRESS COMPANY

Theo. Gabrylewitz

Drayman—Shipper—Distributor

HEAVY HAULING

Parcel Delivery Auto Delivery
31 North Sixth Street

PITTSBURGH, PA.

Haugh & Keenan
Storage & Transfer Company

Center and Euclid, East End
PITTSBURGH, PA.

HOEVELER
Warehouse Company

Movers and Storers

4073-4075 Liberty Ave., Pittsburgh, Pa.

MURDOCH
Storage & Transfer Co.

Successor to

W. A. Hoeveler Storage Company

Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

J. O'NEIL, EXPRESS AND
STORAGE
813 W. Diamond Street, Northside
Unsurpassed Facilities for Storing
Handling, Transferring and
Forwarding Goods

UNION STORAGE CO.,

Liberty and Second Avenue

GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing
of Furniture and Pianos

GENERAL
HAULING

PORLAND, ME.**Chase Transfer Company****General Forwarding Agents**

Eastern Steamship Company, Maine Steamship Company, Grand Trunk Railway

Special Attention to Carload Consignment**PORLAND, ORE.****Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS**Special Attention Given to "Pool" Cars****SPRINGFIELD, MASS.****Central Storage Warehouse****STORAGE AND DISTRIBUTING
PACKING, CARTING, SHIPPING****ST. LOUIS, MO.****Columbia Transfer Company**

Special attention given to the distribution of carload freight

Depots:

St. Louis, Mo., and East St. Louis, Ill.

WORCESTER, MASS.**METROPOLITAN STORAGE COMPANY**

Storage for Household Goods and Merchandise

Carload Consignments Solicited

The G G G Hame Fastener

Guaranteed



\$4.00 Per Dozen, Delivered

If your dealer won't supply you we will, but prefer to have you ask your dealer first.

"The G G G" is stamped on every Fastener

GGG Metal Stamping Co.

Warren, Pa.

Traphagen Storage Warehouse Co., Newburgh, N. Y., has not purchased the business of the Weston Transfer Co., of that city, as stated in a recent issue of TRANSFER AND STORAGE, but is employing the Weston company to do some of its motor van work.

Charles W. Webb, formerly with the Central Storage Warehouse Co., Springfield, Mass., has become manager for the furniture storage department of the Bay State Storage & Warehouse Co., of Springfield.

Radcliffe Storage Co., is the new name of Radcliffe & Co., rubberstamps our friend "Rad," of Grand Rapids.

A pair of horses belonging to the Ralph N. Blakeslee Co., Waterbury, Conn., became so accustomed to hauling heavy loads brought into the Watch City by steam trains running on rails that they took it into their heads to go into active competition with the smudge producers recently and started off down the railroad tracks at full speed ahead. Unfortunately the next nearest tower man had gone to lunch and left the block closed with a large and healthy train load of munitions standing on the rails. Into this the team crashed, head on. There was no telescoping on the part of either the irresistible force or the immovable body and the horses were easily persuaded to stick to the streets in future.

Chattanooga Transfer Co., Chattanooga, Tenn., has resigned from membership in the American Warehousemen's Association.

Montgomery & Co., Harrisburg, Pa., have taken out a permit for a new warehouse building at South Tenth and Market streets. The structure will be of brick, four stories in height, equipped with all modern safety devices and having a frontage on South Tenth street of 74 feet with a depth of 112 feet.

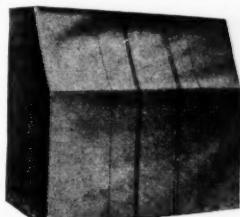
The Economy Shoes

So named because they cost less than rubber filled shoes and last longer. Fit hot or cold. While horses shod with rubber pads and rubber filled shoes were falling right and left during the sleet of December, 1915, on Market Street, Philadelphia, wood block pavements, those shod with the broad heel fiber shoe went along as if on a dirt road. This is a fact attested to by the drivers of the horses. How does that strike you?

Send for further information.

JOHN H. Wiestner, Mfgr.

3554-56 Frankford Ave. Philadelphia, Pa.



Piano Moving Cover

Canvas Goods
Covers of All Kinds**LOADING PADS**Twine and Rope
*Get Our Prices***WM. A. IDEN CO.**
564 Washington Blvd., Chicago, Ill.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.
303 Wulsin Bldg. Indianapolis, Ind.

**Warehouse and
Van Supplies**

Furniture and Piano Movers' Equipment, Wagon, Van and Auto Truck Covers

**Furniture
Loading Pads**

Piano Moving Covers, Piano Dust Covers, Piano Hoists, Hoisting Belts, Surcingle Belts, Piano Dollys, Etc.

Write for Prices Telephone Main 2691
Manufactured by

F. F. HOPKINS MFG. CO.
6647 S. Halsted St. CHICAGO, ILL.

The Exchange

A DEPARTMENT OF TRADE AND EMPLOYMENT OPPORTUNITIES FOR TRANSFER-STORAGE-AND-WAREHOUSE

Another Service

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

FOR SALE

FOR SALE: Several horse-drawn buses that will seat from twelve to eighty people. In first class condition. Will sell at a sacrifice. Savage & Allers, 1202 Race St., Baltimore, Md. Apr.-3t

FOR SALE: Controlling interest in long-established transfer and teaming business. Incorporated. City of 40,000. Business averages \$4,000 per month. Work 40 to 50 horses, two motor trucks. Owner wishes to retire. Price, \$25,000.00 cash. Address box 109P, TRANSFER and STORAGE, 35-37 West 39th St., New York, N. Y. Apr.-3t

FOR SALE: Four moving vans, three-way hitch, bodies 5 feet wide, 15 feet long, 7 feet high, bodies could be adjusted to motor truck chassis, all in A-1 condition. Timken roller bearing axles. Roller fifth wheel. Will sell cheap. Address Donaldson Transfer and Storage Co., 840 West North Ave., North Side, Pittsburgh, Pa. May-3t

FOR SALE: Transfer and Fuel business in one of the best towns in Western Washington. Equipment consists of horse-drawn and motor vehicles. Good reasons for selling. Will require an investment of \$12,000 to \$15,000, part cash, Will bear inspection. Address I. T., Transfer and Storage, 35-37 West 39th St., New York. May-3t

FOR SALE: Storage and trucking business in live Connecticut city. Own our own storage buildings and stables. Use 15 horse drawn vans, wagons, etc. Good line of mercantile storage as well

as household goods. Address Box 110B, care Transfer and Storage, 35-37 West 39th St., New York City.

May-3t

FOR SALE: Several large moving vans, at present in use of this company, are offered at a reasonable price—singly or together—with or without horses and harness. Fidelity Stge., Packing & Mov. Co., 1721 Morgan St., St. Louis, Mo. May-3t

FOR SALE—Fuel, drayage and storage business in thriving city of 5,000. Uptown office and yard, coal houses on tracks. Retail 5,000 tons coal and 1,000 cords wood per year. Eight to 10 teams, dray business paying running expenses. Little competition. Resort city. City improvements for 1915 totaled over \$500,000. For 1916 three large business blocks going up and three miles of city pavement to be laid. Will sell equipment and real estate or will rent for term of years, or will annex ice business and consider partner who is good office man and has \$6,000 to invest. Address, J. W. Niesz, Fuel, Dray and Storage, Fairmont, Minn. June-1t

FOR SALE—In large city (middle west) 4-story brick warehouse with storage now on hand yielding between six and seven hundred dollars a month. Last year the rental from storage was \$8,000. Will sell building, which is 62x153, with the rentals from storage, which are guaranteed to be O. K., and throw in a completely equipped moving and packing business, 5 vans, 8 horses, 2 stake wagons and one-horse wagons. Have reputation all over the country for doing only high class work. Will sell building and business at a great sacrifice. Going out of business on account of age and illness. Address Retiring, Box 110, TRANSFER and STORAGE. Jue-1t

FOR SALE: Furniture van, in first-class condition. Bargain. Gunn Transfer Company, St. Louis, Mo. June-3t

WANTED

MANAGER—Brainy, wide-awake and long-experienced young business man, at present managing large storage company in eastern states, open for engagement shortly as manager of warehouse company, or allied business, or in similar position where initiative and executive ability of a high order are required. Highest credentials. Address Manager, Box 106 J, TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y. Apr.-3t

WANTED: Young man who has had sales experience and can devote his time to soliciting warehouse insurance among the larger warehouses throughout the

United States. Must be acquainted with warehousemen. Excellent chance for advancement. Employers Indemnity Exchange, Commerce Building, Kansas City, Mo. May-2t

WANTED: Sober, steady, married man, experienced in details of carpet and rug cleansing, and furniture storage business, stable,—for combined position of foreman and shipping. Also wanted—Bookkeeper with same experience. Address S. H., Transfer and Storage, 35-37 West 39th St., New York City. May-3t

WAREHOUSE MANAGER—Wanted for Furniture Warehouse. New fireproof concrete building—40,000 square feet. No competition. Live, competent man, with \$12,000 to invest, can have control of a very profitable business. F. Schlegel, 321 Free Press Building, Detroit, Mich. June-1t

WANTED—Man having long experience in household goods storage, understanding business thoroughly, experienced in handling men, understanding horses, is seeking position as Foreman, Superintendent or Manager. Can give first-class reference as to ability, honesty and dependability. Address Foreman, care TRANSFER and STORAGE, 35-37 West 39th Street, New York, N. Y. June-3t

"The CAPEWELL"

the nail which holds a shoe with a mighty grip—which is safe and easy to drive—which makes a shoeing job worth the price.

"The Capewell" has solved the nail problem for thousands. Why not for you? Try it!



OF VALUE TO HORSE OWNERS

because it saves. Someone's time is wasted, someone's money needlessly spent, if the nails fail to hold a shoe properly.

Capewell nails give maximum service. Not the cheapest nail regardless of quality but the best in the world at a fair price.

The Capewell Horse Nail Co.
Hartford, Conn.

Largest Makers of Horse Nails in the World



Jeffery Quad with heavy load going through hub-deep mud

How to Buy Haulage

EVERY man in the transfer and storage business must buy haulage. He must buy it as cheaply as he can if he wishes to stay in business and make money.

First he has to decide between horse and motor-truck haulage. That won't take him long—if he starts to investigate the real cost of using horses for hauling.

Then he must decide between various types of trucks. That too, is easy if he keeps in mind the one important thing—*when he buys a motor truck he is not merely buying a machine, he is buying haulage at so much a ton or a mile.*

This means that he must consider not only the cost of the truck, but what it costs to operate the truck. He must consider not only how much the truck costs to get, but what it costs to keep year after year. He must consider not only what the truck can do in good weather on good roads, but what it can do in any weather on any road.

If he starts out to investigate these things he will end by buying the Jeffery Quad—just as many other transfer and storage men before him have done.

The Quad is the world-famous truck which drives, brakes and steers on all

four wheels—built according to the specifications of army engineers to stand up consistently day after day, under the most exacting requirements ever demanded of road vehicles—the task of keeping up with an army under actual field service conditions.

The duplex governor—the “automatic chauffeur,” regulates the power to meet changing road resistance and so conserves the gasoline consumption. The M. & S. Locking Differentials give a positive drive to all four wheels and put the power of the motor into the wheel or wheels that can get traction when

the others fail to obtain a grip on the road.

The power-on-all-four-wheels principle of the Quad makes it go through hub-deep mud, through sand and snow, over seemingly impassable grades and trails where no rear-drive truck could go.

Many transfer and storage men are increasing their profits with the Jeffery Quad because it enables them to cut down haulage costs. Others are increasing their business with it because it enables them to go where no loaded rear-drive truck can go. Still others are enthusiastic because they never have to suspend work on account of impassable roads when they use the Quad. All of them are enthusiastic because the Quad gives them more and better service at lower cost.

Everywhere the Quad is making an unequalled record—just as it established a new world's record—for 2 ton trucks when 3500 Quads were sold in less than two years.

For further particulars about the Quad—or about the complete Jeffery line which includes light-duty rear-drive trucks—address The Thomas B. Jeffery Company, Dept. TS6, Kenosha, Wis.

Jeffery Quad

Power on All Four Wheels



Records show Gramm-Bernstein trucks actually save their purchase price in nine months' use.

It is a certainty that you are losing money if you use horses where these trucks can be used. One 5-6 ton Gramm-Bernstein truck does the work of four to five horses.

GRAMM- BERNSTEIN HEAVY DUTY TRUCKS

Five sizes—1½-ton to 6-ton capacity. Bodies built as ordered (chassis painted as desired).

Write for illustrated catalog No. 14 with full description of Gramm-Bernstein features.

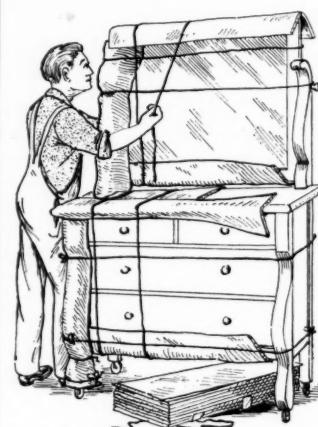
Gramm-Bernstein Trucks Are
Manufactured Exclusively By

The
**Gramm-Bernstein
Company**
Lima, Ohio, U. S. A.

H.W. Selle & Co.

1000-1016 N. Halsted St.
Chicago, Ill.

We are independent manufacturers of Excelsior Wrappers and high-grade Basswood Excelsior.



We have the facilities to handle your business to advantage, as we manufacture our own excelsior, which is the highest grade made, and we use only the best paper we can buy. It will pay you to get our price. Our service is incomparable. Try us for high-grade goods, reasonable prices and prompt shipments.

Mohun on Warehousemen

(Second Edition)

WAREHOUSE LAWS
AND DECISIONS

by Barry Mohun

A Compilation of the Laws of the Several States and Territorial Possessions Pertaining to Warehousemen and the Warehousing Business, Containing an Annotated Copy of the Uniform Warehouse Receipts Act. Analytical Index.

Published under the auspices of The American
Warehousemen's Association

Sent to any address on receipt of \$7.50

Law of Draymen, Freight For- warders and Warehousemen

A Compilation of and Commentary on the Laws
Concerning Draymen, Freight Forwarders and Ware-
housemen.

by Gustav H. Bunge

Sent to any address on receipt of \$5.00

TRANSFER AND STORAGE

35-37 West 39th Street New York City

DIRECT EVIDENCE

is the title of a handsome booklet telling what the Committees of the Central Warehousemen's Club and the American Warehousemen's Association think about Reciprocal Insurance, its possibilities for the Warehouse craft, the immense Saving to be had, and the ability of this office to do the business, furnish the service and make the saving for you.

This beautiful publication is yours for the asking. Please ask for it.

Employers Indemnity Exchange

M. S. NEAL, Mgr. Warehouse Dept.

Commerce Bldg., Kansas City, Mo.

G. V. Electric Trucks

Six Models 1000 lbs. to 5-tons



(5-ton G. V. Electric engaged in contract trucking for Thomas Orr Trucking & Forwarding Company, New York City)

Nearly 5,000 in use and
reorders increasing daily

GENERAL VEHICLE COMPANY, Inc.



General Office and Factory
Long Island City, New York

New York

Chicago

Boston

Philadelphia



Mack

TRUCKS

FOR LONG DISTANCE
MOVING

This is the season of the year when you are asked to submit figures for *long distance* moving. Can you compete with the railroad in price?

That those equipped with Mack Trucks can compete on equal terms with the railroads, even on such long hauls as from New York to Philadelphia, has been proven by the success of Morgan Bros. Company.

This firm thinks nothing of transferring a home or the equipment of a whole office to a town 40 or 50 miles distant. It is part of their every-day work, just as it is part of their *Macks*' every-day work to make the trip.

Morgan Bros. Company use Mack trucks exclusively, all equipped with standard moving van bodies. They use Macks because their work demands a truck which can successfully meet all road conditions. Their Macks never disappoint them.

Write for Specifications

INTERNATIONAL
MOTOR COMPANY
64th St. & West End Ave., New York



From Stone to Sheepskin— from Pompeii to Philadelphia

The Art of Advertising is as old as the world. Evidence of this has come down to us in the relics of long-vanished civilizations. We know how advertising was demonstrated in the days of Pompeii.

Those copymen of 2000 years ago were masters in their way, but great as was their skill, advertising was denied the dignity of the Sheepskin. This symbol of academic appreciation was never conferred upon the craft.

Today, however, Advertising has come into its own. It is recognized as something greater than any Art or Science because it colors the whole fabric of life more intimately.

It is a world-wide power for good in spreading the gifts and benefits of civilization among all the peoples of the earth.

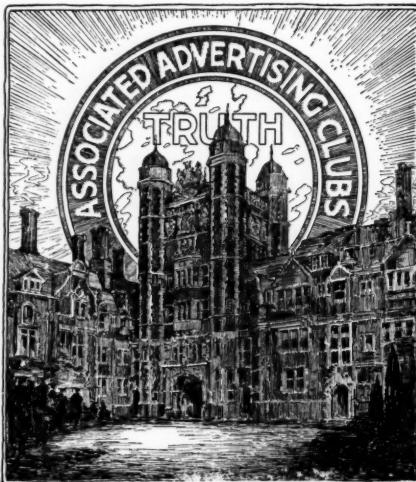
Its battles are legion. Its successes colossal. Advertising creates; civilization clarifies, estimates, applies. Advertising is the friend of every man, rich or poor; maker of things, or user of what others have made.

Advertising has won its place because of its enormous potency as a factor in the business life of the world. It disseminates knowledge; binds far countries together. It is a force for raising the standard of living, and making what were once only the luxuries of the rich the necessities of the poor.

And now the great University of Pennsylvania—a famous seat of learning—has conferred the Sheepskin on Advertising. When next June arrives the advertising fraternity of the world will gather within its doors at Philadelphia. They will number 10,000 and more students of life

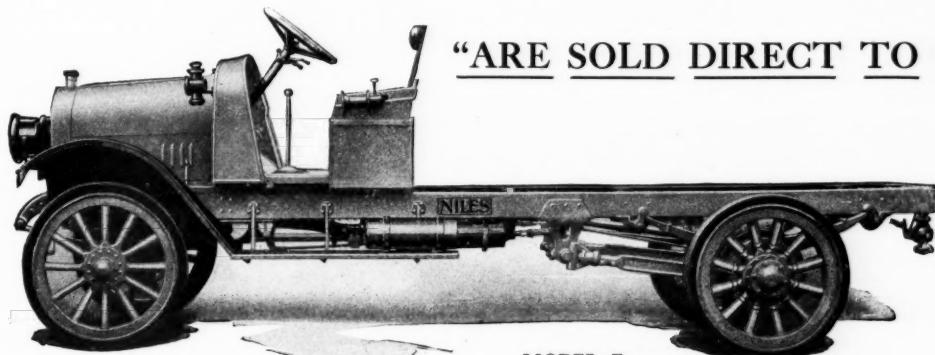
—life that embraces all the science, economics, culture and art of the ages—10,000 wide-awake, vigorous, hustling, practical men of business.

The course will be short, but its benefits of inestimable value. Sparks will be struck from the contact of keen minds that will kindle new fires of optimism, of courage, of understanding amongst men. Come to Philadelphia, June 25th to 30th.



One of the buildings of the University of Pennsylvania, where the 1916 Convention of the A. A. C. of W. will be held. Write the "Poor Richard Club", Philadelphia, for particulars.

NILES WORM DRIVEN MOTOR TRUCKS

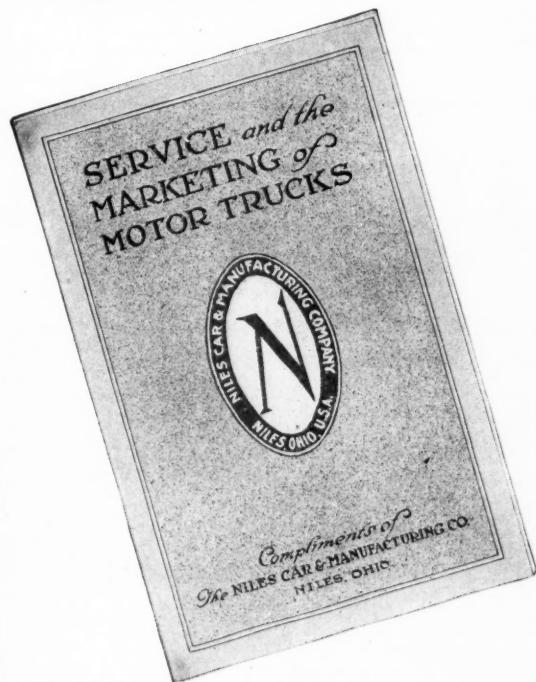


"ARE SOLD DIRECT TO YOU"

"Built to
Endure"

MODEL E

An unprecedented demand for the booklet shown below followed our first advertisement. Every prospective truck buyer should read it. It tells in non-technical language the things you should know about motor trucks.



ADDITIONAL COPIES NOW ON HAND.
WRITE FOR "YOUR" COPY AT ONCE.

WE firmly believe that by marketing our trucks direct to the user, thereby saving you the dealer's profit, we are enabled to offer you a better truck, at a lower price, than would be otherwise possible. This, coupled with our **Original Service Plan**, provides all the good points the dealer claims, and in addition protects you against collusion and misunderstanding.

QUALITY IS CONSISTENT
THROUGHOUT NILES CONSTRUCTION

NILES TRUCKS are equipped with powerful Continental Motors—Timken David-Brown Worm—Timken Bearings throughout—Covert Transmission—Borg & Beck Clutch—Eisemann Magneto—Stromberg Carburetor—Flexible Heat-Treated Frame—Fedder's Genuine Honeycomb Radiator—Gemmer Steering Gear—Blood Universal Joints with Tubular Drive Shaft. Standard Equipment includes Oil Lamps, Complete Prest-O-Lite Outfit with Instant Friction Liters, Reduction Valve, Stewart Odometer, Thunderhorn, Fuel Level Indicator, Tool Kit, Tool Box, Jack, License Brackets, Etc. All parts interchange.

**Model B, 3-4 to 1 Ton, \$1175.00 To You
Model E, Two Tons, \$1875.00 To You**

Prices include Seats, but no Bodies, and are F. O. B. Niles, Ohio

We also manufacture Large Electric Interurban Cars. Our facilities are unexcelled for producing accurate work. We urge a visit to our factory.

THE NILES CAR & MANUFACTURING CO., NILES, OHIO, U.S.A.
:: :: :: SERVICE STATIONS IN ALL IMPORTANT CITIES :: :: ::

H. & S. ALFALFA FEED

A perfectly balanced ration that will add weight to your horses and keep them in a healthy condition.

H. & S. Alfalfa Feed is used and recommended by the largest users of horses in the country.

Mr. Thos. F. Ashford, known to every man that does hauling, says that the splendid condition of his horses is directly traceable to the use of H. & S. Alfalfa Feed.

Let us tell you why H. & S. is best for *your horses*.

DWIGHT E. HAMLIN
THIRTY-EIGHTH STREET & A. V. R. R.
PITTSBURGH, PA.

ESTABLISHED 1866

Manufacturers of

**HIGH GRADE VANS,
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MODERN SAMSONS:

K. & L. wagons are modern Samsons when it comes to carrying big, heavy loads without strain. You can expect a K. & L. wagon to do a little more than any other. Remember there is quality, honest material, careful workmanship in every fiber of its makeup. You can rely on K. & L. wagons. They are the modern Samsons of commercial hauling.

KOENIG & LUHRS WAGON CO.
Quincy, Illinois

Be Humane To Your Horse

If *Your* shoes were spiked would you enjoy walking on hard pavement?

Your horse, because of his weight, should have Toe Calks which give a broad contact with the pavement, in order to keep his bones and tendons in their natural positions.

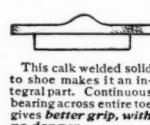
Sweet's Toe Calks

give your horse a good, firm grip on the road and prevent slipping, sore tendons, and ring bones.



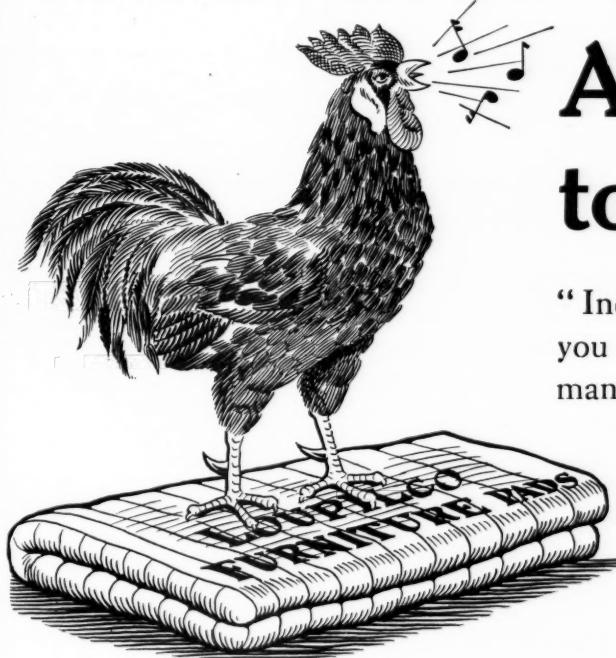
One lost calk
may injure the
ankle and spoil
the horse.

Ask your shoer why
SWEET'S TOE CALKS are
best for your horse.



This calk welded solid
to shoe makes it an in-
dependent bearing across
entire toe gives
better grip, with
no danger.

FRANKLIN STEEL WORKS
Joliet, Ill. Cambridge, Mass.
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A good thing to crow about

"Indispensable"—"Worth more than you ask for"—"Paid for themselves many times over"—"Every Transfer & Storage House should have them"—"Found to be the best packing material"—

These and other favorable comments evidenced the merits of

Loupilco Furniture Pads

are covered with heavy Drill, green or khaki color, filled with cotton and felted into one uniform batt. Stitched perfectly—no possibility of filling to separate.

Size 68 x 80, \$20.00 Doz. Size 52 x 68, \$15.00 Doz. Size 36 x 68, \$11.50 Doz.

Loupilco Padded Covers for Beds

Made same as Furniture Pads, khaki color only, one size to fit standard 4 ft. 6 in. bed.

For Head Boards, \$3.00 Each For Foot Boards, \$1.75 Each Per Set, \$4.75

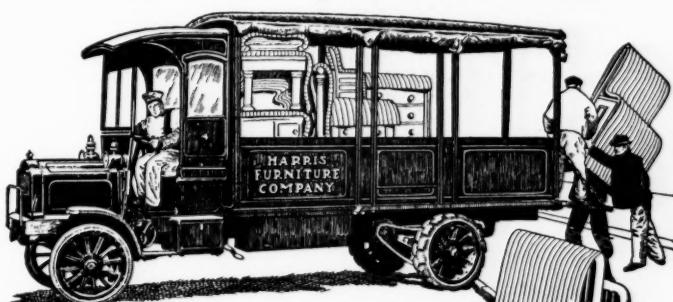
Loupilco Padded Piano Covers, \$6.00 Each

TERMS—2% 10 days, net 30 days, F. O. B. Louisville

Name printed free on lots of dozen or more if requested

Guarantee

If Loupilco Pads and Covers do not prove satisfactory in every respect, return them at our expense.



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(INCORPORATED)

360 East Market Street

LOUISVILLE, KENTUCKY

PACKARD Motor Trucks *The User's Verdict*

THE best authority on motor truck performance is the man who has invested his money and given the vehicle years of use. The endorsement of such a man is a testimonial based on actual service under all conditions of every-day work. George W. Winkler, Secretary and Treasurer of John Winkler's Sons, Inc., storage warehousemen, contractors and general truckers of Far Rockaway, N. Y., writes:

"We now have in service three 3-ton and one 5-ton Packards which are giving perfect satisfaction. These trucks have always been given the preference when exceptionally long hauls were made.

"The one 3-ton Packard has now been in service for five years and is still in good working condition and from general appearances we should judge it will be usable for some time yet."

If you have neglected to learn what Packards are doing, you are overlooking additional business and new profits that go with efficient and economical transportation.

The Packard dealer in your neighborhood will gladly tell you what Packard trucks are accomplishing in your line. *Or write Department G for catalog and performance data.*

PACKARD MOTOR CAR COMPANY, DETROIT

Ask the man who owns one

Packard

CAT-FOOTS

The Famous Pavement Shoes

Non-Slipping, Cool,
Perfect Cushions

They save your horse's feet
and make him ready for work
at all times.

The problem of the proper and efficient shoeing of your work horses is getting more complex and serious all the time. The number of roads with hard and smooth surfaces increases from day to day and the dust thereon is laid with water or with oil.

It is out of the question that on such surfaces a horse shod with ordinary shoes can render efficient service, but on the contrary he cannot even travel along with an empty truck without constantly slipping and sliding, wearing himself out, even when not working, by constant fear and worry.

Under these conditions a horse cannot last nearly half as long as when he has confidence in his footing, when he is stepping safely and without fear of falling.

This confidence he will have when shod with Cat-Foot Shoes because the rope contained in that shoe will pick up pebbles and sand and other gritty substances which adhere firmly



to pavements of any kind just as sandpaper would.

On shoes where rubber is used for the prevention of slipping, this rubber will lose its corrugations after half a day and you all know that smooth rubber will slip worse on oil than a plain steel shoe.

Cat-Foots cost only a very little more than ordinary shoes and are much cheaper than rubber pads or special shoes and you will be amply reimbursed for the small extra investment by the increased efficiency, of longer life and the prevention of accidents to your work horses.

If shod with Cat-Foot Shoes your horses will always be ready and eager for work. They will always be fresh and confident of sure footing and they will last you a good many years longer.

Write us today for literature, or have your blacksmith write us.

THE ROWE RING-POINT COMPANY
PLANTSVILLE, CONNECTICUT

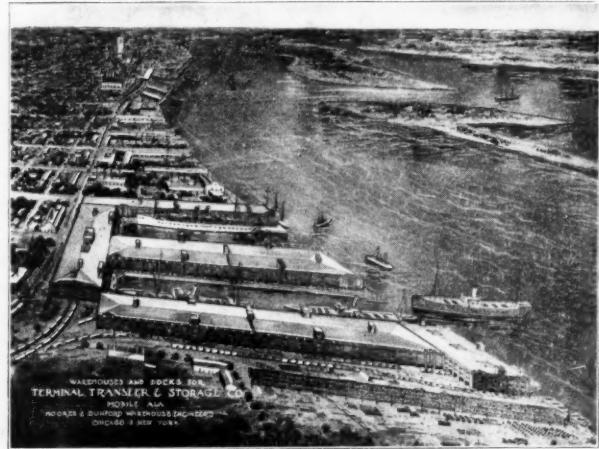
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*Are you considering new
quarters to accommodate
the increase in your
present business?*

Why not erect that ware-
house now—let us help you!



Furniture Warehouse for Harris Transfer and
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Three distinctive classes of modern, fireproof, reinforced-concrete ware-
houses designed by us and erected under our supervision. These types
embody everything from a furniture warehouse to a merchandise ware-
house with latest handling devices which are great labor savers, to a
unit of buildings to handle all classes of storage such as U. S. bonded
goods, cold storage, fruit, and all commodities of merchandise, etc., etc.

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